

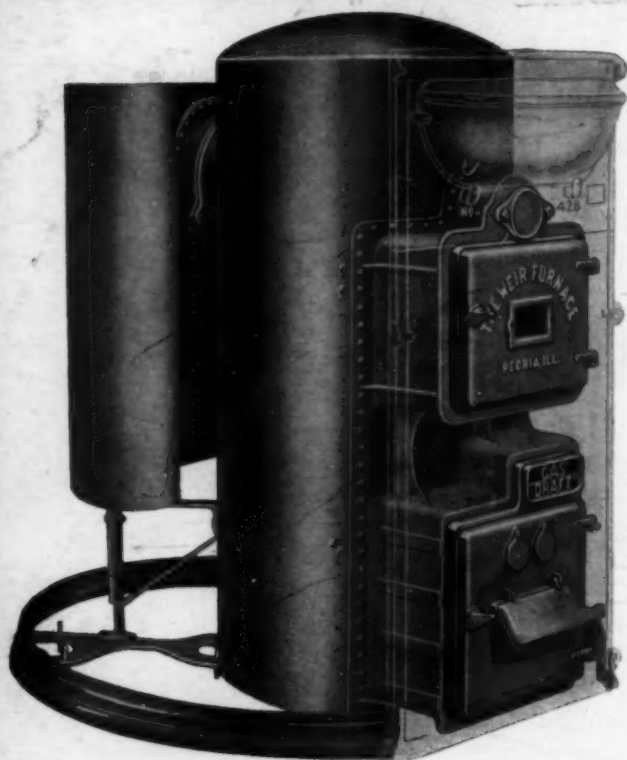
American Artisan and Hardware A Record

Sheet Metal—Roofing—Warm Air Furnaces—Stoves

Vol. 91, No. 9

CHICAGO, FEBRUARY 27, 1926.

\$2.00 Per Year



Weir Steel Furnace

holds the lead—

stronger than ever because

of new important features. The pouches or feed and ash throats extend thru the front, the doors being fitted direct to pouches. No possibility of leakage inside the Weir casing. Both pouches and doors are surface ground—absolutely perfect fitting.

firmer than ever because

the Weir is sold by you with a REAL FIVE YEAR GUARANTEE covering the entire furnace. This guarantee is direct to the user from The Meyer Furnace Co. and it has no strings to it—it is the most generous guarantee you ever saw.

and—because

the Weir has over FORTY-THREE YEARS of success behind it—because it is made of special steel and excels in design. The Weir is the only furnace on the market that has a plate attached to it Certifying its heating capacity and guaranteeing its performance.

Yes—holds the lead because the Weir enables YOU to hold the lead in your territory. Let us tell you all about the Weir and its agency NOW

Write
for
the

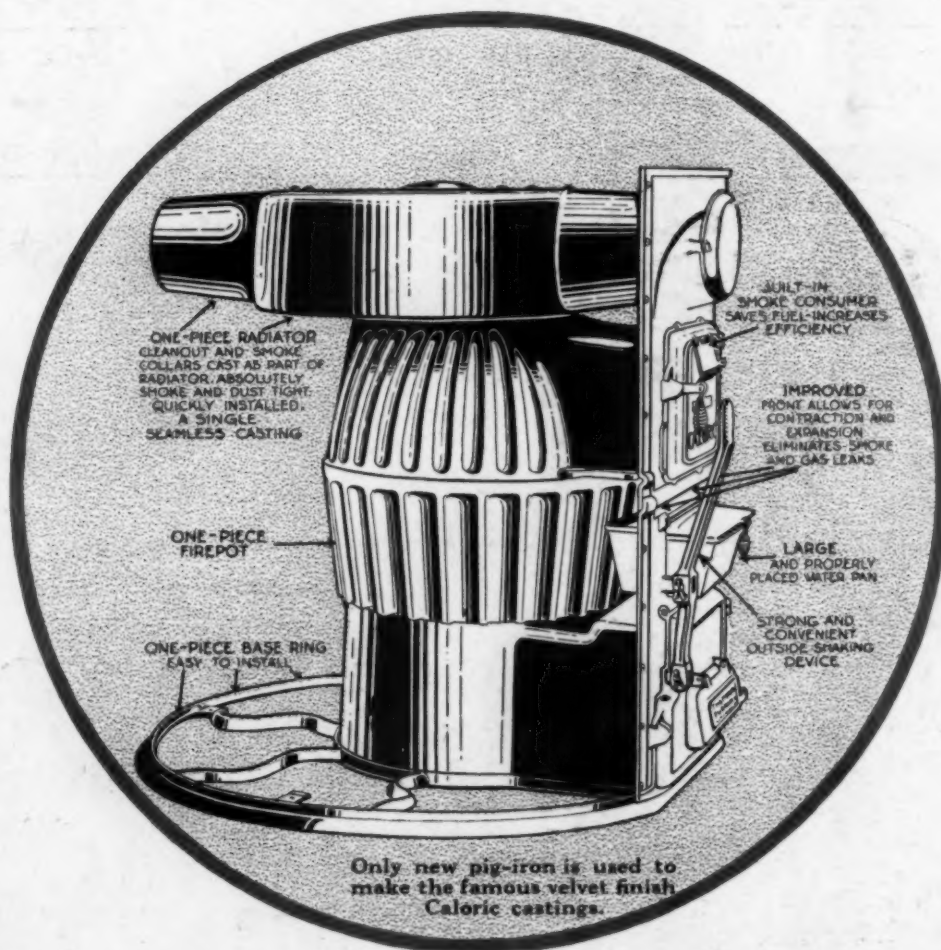


"WEIR
Book
of Facts"

The MEYER FURNACE Co.
Peoria, Illinois



No Other Heating Systems Have These Big Sales Advantages



PERFECTION of Product has been the dominating force back of the aggressive sales campaign on Caloric Pipe and Pipeless Furnaces. As a result, these improved heating systems represent the ultimate in modern design and mechanical skill. Careful comparisons, point by point, with other quality furnaces will convince the most skeptical buyers of Caloric Leadership.

Every progressive Dealer appreciates the advantages of a proposition with so many exclusive sales advantages. If you haven't already mailed your application for the Caloric Agency in your territory, send today for folder 2-A.

The Monitor Furnace Company

Established 1819
Cincinnati, Ohio

CALORIC

SYSTEMS OF CIRCULATING HEAT



Convince Your Prospects

Do your prospects tell you that they want humidified heat in their homes? Do they raise the question whether a warm air furnace gives off such heat? You can easily prove to them that it does.

Tell them that the furnace which you sell has a two gallon water-pan. Show them that the air traveling between the furnace and the casing, comes in contact with this large pan. Prove to them they will get that balmy air which doctors so heartily recommend.

You can convince your prospects by showing them the large water-pan on the



Then point out to them the great heating surface on the Novelty Modern Furnace. Tell them that this furnace has twice the heating surface found in other furnaces. Prove your point by passing a string around the crab section, going in and out each crab. Compare the length of this string with that required to measure the dome section of some other furnace.

A furnace that has a large heating surface and gives a sanitary heat is always in demand. Write today for the booklet illustrating Novelty Furnaces. Address Dept. T-12 at the nearest office.

A Sales Story That Pulls!

Several months ago, we discussed in this column, the false statements—so common among house-owners in certain sections of the country—that warm air furnaces give a dry, unsanitary heat that absorbs moisture from pictures, wall-paper, and furniture. In that article, we told how to prove that such an argument is false.

I happened to hear a sales-story on just this subject and it is so good that I want to pass it along to you. I think you will agree that it carries weight with the home-owner and the illustration brings out the whole truth to him. When you go out to get a job, don't wait until some remark is made, don't mention any other kind of heating system, but just use this argument somewhere in your sales-story:

"Regardless of the kind of heating system that you may buy or are now using, it is necessary that moisture be provided for the heated air. It is a known fact that heated air must have moisture, and if it is not provided the air will draw it from the furniture, wall-paper, pictures, and other home furnishings. There is no heating system that will give off this moisture unless a container of water is provided for that purpose. And the furnace is the only heating unit on the market that is provided with such a container.

"The container on the furnace is known as the waterpan or humidifier and the heated air passes over this pan on its way to the rooms above. This circulation produces in your home, a humidified heat that is more nearly like the heat of the sun than any other heat that can be produced.

"As you know, too, you feel humidified heat more than you do dry heat. For instance, on a hot summer day, you feel very cool, but you are surprised to find that the thermometer registers 88 degrees. On the next day, you may feel very warm, but you find that the thermometer only reaches 82 degrees or 6 degrees less than the day before. But you feel warmer because the humidity of the air is greater.

"The same principle applies in heating your home. Tests show that a room heated to 66 degrees is as warm and more comfortable than a room heated to 73 degrees by heat that is not humidified. Therefore, you will readily see that a furnace with its humidifier will produce in your home, the cheerful, balmy warmth that doctors so heartily recommend. And because the home don't have to be heated to such a high temperature to be made comfortable, less fuel is consumed."

Of course, there is nothing new to you about this story because you always have known it. But it is new to the home owner and that is the reason why we should tell it to him before he selects the heating system for his home. I feel that this sales-story is worth using and I hope you can find it useful.

E. F. GLORE.

This is the seventeenth of a series of articles by Mr. Glore on the subject of warm air heating.

**Warm Air heating
system is Best For
the average Home
Convince the public by
telling them constantly**

1847

ABRAM COX COMPANY

1926

Formerly

ABRAM COX STOVE COMPANY

Philadelphia

New York

Chicago

American & Dauphin Sts.

51 E. 42nd St., Cor. Vanderbilt Ave.

736 W. Monroe Street

For 79 years, manufacturers of Novelty Pipe and Pipeless Furnaces; Round and Sectional Boilers; Coal Tank Heaters and Laundry Stoves; Coal Ranges; Combination Coal and Gas Ranges; Fortune Gas Ranges and Gas Water Heaters.



For Every Heating Need—

THE big Moncrief line of furnaces is designed to meet every house heating need. Moncriefs have an enviable reputation for doing the heating job, thoroughly and satisfactorily under any and all reasonable circumstances.

This Moncrief Furnace line is a good one to build on and the time to begin thinking about it is now.

Send for details

The Henry Furnace & Foundry Co.

3471 E. 49th Street

Cleveland, Ohio

Manufacturers of single and double wall pipe and fittings, galvanized pipe and fittings, etc.

Eastern Sales Offices:

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Jackson Heights, L. I., N. Y. Pittsburgh, Pa.

Western and Southern Distributors:

JOHNSON FURNACE CO. MONCRIEF FURNACE CO.
Kansas City, Missouri Atlanta, Ga.
MONCRIEF FURNACE & MFG. CO.
Dallas, Texas

MONCRIEF FURNACES

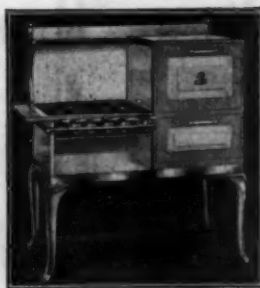


WASHINGTON Stoves and Ranges

You Can Double Your Stove Business



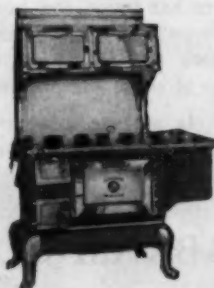
"No—this is not a Victrola"



LET us prove to you that we can save you money on stoves.

Washington stoves and ranges have stood the test of time. They give real service in the kitchen, eliminating expensive service costs. This means greater stove profits for you. Up-to-date designs and patterns. All parts carefully fitted. Rigid inspection. Complete line.

We Melt Over 100,000 Pounds Southern Pig Iron Per Day



Let us tell you how we really help dealers sell Washington stoves and ranges. You can double your stove business. You receive real protection and real sales co-operation.

Write today for prices and full details—no obligation on your part. Ask for catalogue No. 10.

GRAY & DUDLEY COMPANY

NASHVILLE, TENNESSEE

ESTABLISHED IN 1862

WE HELP YOU SELL THE FURNACES YOU BUY!



Cut-away View of
SUPER-SMOKELESS FURNACE

UNDER the new Utica Merchandising Plan our representatives co-operate closely with our dealers and help them sell the furnaces they buy. We have a definite Merchandising Plan which brings you new customers—sells more furnaces—and increases profits. It has been thoroughly tested by Utica dealers and is a proved success.

Besides the Merchandising Plan itself—which insures more customers and more sales—our dealers get valuable advertising and sales literature—and “cash in” on the many superior advantages of the SUPER-SMOKELESS Furnaces.

The new Utica Merchandising Plan places Utica dealers in a distinct class—*above competition*. It enables them to get the greatest possible amount of business and secure satisfied customers who build future business. It will pay you to sit down—right now—and write us to send, without obligation to you, full particulars of the new Utica Merchandising Plan.

UTICA HEATER COMPANY
UTICA, N. Y. CHICAGO, ILL.

BOOMER

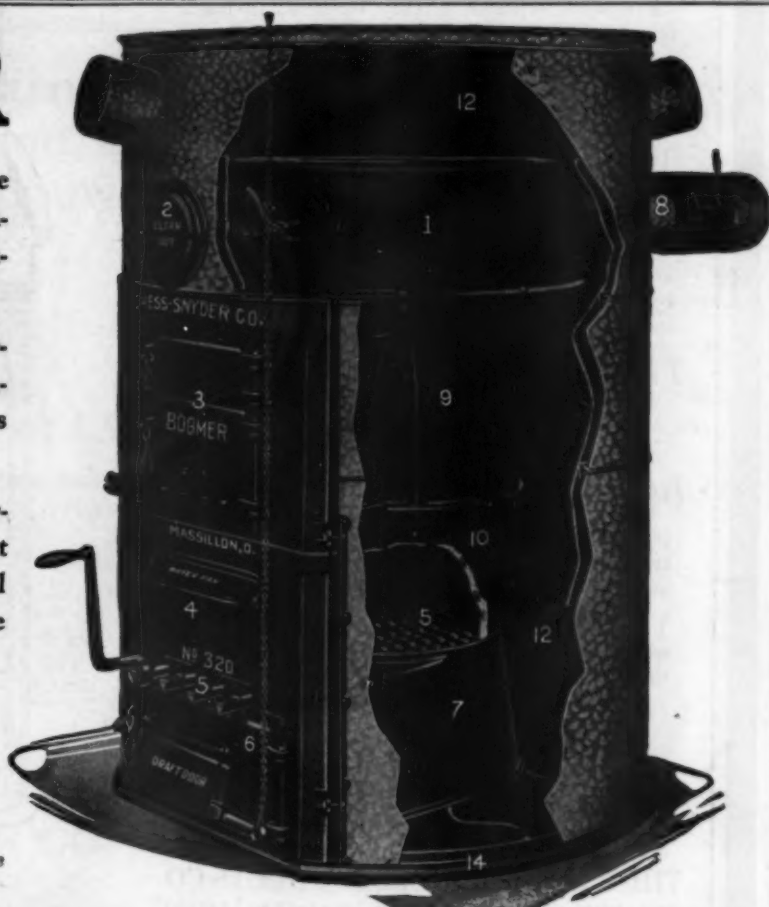
THIS is our latest addition to the Boomer line. We heartily recommend it for your favorable consideration.

The severe tests we have given this furnace have proven its durability. The unsolicited reports we received from users last winter have been most flattering.

For durability, economy, easy to operate, easy to set up and the low price at which we offer this furnace, you will make no mistake in arranging for the agency.

THE HESS-SNYDER CO.
MASSILLON, OHIO

Makers of BOOMER FURNACES for Forty-Three
Years



Say you saw it in AMERICAN ARTISAN—Thank you!



Build Future Furnace Sales As Well as Present Profits

THE man who jumps at any profit making venture without quality foremost in mind is not building a future business.

The Western is ideal for profit making and quick sales because of its economical price yet it is quality constructed—every inch.

The Western carries a lower price because of large production and a design devoid of all unnecessary frills—nothing on the Western but necessary details.

Its features are sound and efficient—its quality the best—made of heavy gauge copper bearing steel.

The **WESTERN** BOILER PLATE FURNACE

is made and is being sold where cold weather is truly cold. The Western is designed for severe and long service.

You'll be surprised when you examine the Western—it's a furnace to build with—a furnace that gets business because of greater guarantee and price.

Write today for agency information

Complete Stocks carried by these distributors

SOUTHERN ILLINOIS

American Foundry and Furnace Co., Bloomington, Ill.

KANSAS AND MISSOURI

Kansas City Furnace Co., Kansas City, Mo.

THE WESTERN STEEL PRODUCTS CO.
DULUTH, MINN. MINNEAPOLIS, MINN.

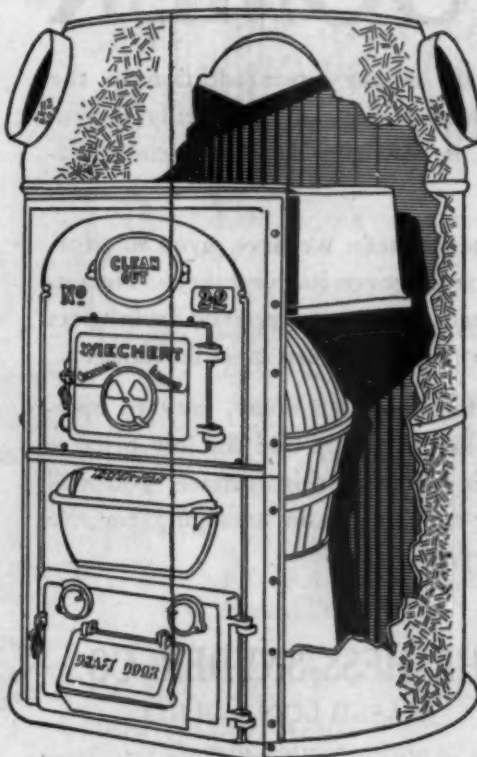
SELL WIECHERT Roundtype Furnaces

WHEN you sell a furnace, you want to be sure your customer is not going to come back with a pocketful of complaints, don't you? Then sell the Wiechert No. 20 Series Warm Air Furnace. You'll never be afraid to look a customer in the eye if you've sold him a Wiechert. And he'll sell more of them for you.

You will find the Wiechert Furnace will give any man the best service he can expect. Write for prices and discounts.

St. Clair Foundry Corp.

Centralia, Illinois



A Furnace of Proven Performance!



The Meteor Furnace with Cast Iron Radiator. Dust-proof, gas tight and efficient. Economical on fuel—either hard or soft coal. Also made with Hot Blast attachment which permits use of wood in addition to hard or soft coal.

PROSPEROUS furnace business is invariably built on the good will of the dealer's customers—and this good will can be secured and constantly increased in only one way; by recommending, selling and properly installing a furnace that makes good in every way.

The Thatcher Meteor Furnace—designed, made and backed by a 75-year-old organization of heating experts—assures constant, dependable and economical warmth on the very coldest days. In fact the Meteor Furnace makes good—100%—with the houseowner and generates friendships and valuable goodwill in the community for the Dealer who installs it.

If YOU are not acquainted with THATCHER, our illustrated catalog will tell you the whole story. Won't you let us send it to you?

THE THATCHER COMPANY

Formerly Thatcher Furnace Co.
Since 1850

341 N. Clark St.
Chicago, Ill.

39-41 St. Francis St.
NEWARK, N. J.

21 W. 44th St.
New York

THATCHER

BOILERS-FURNACES-RANGES

New name, new features, old time high quality, improved construction, a new size and also a new furnace—

AFCO

New Copyrighted Name of American Furnaces

BOILER PLATE FURNACES

THE American Agency for 1926 means more than ever before with these new and better business getting assets.

We have increased our production facilities also by installing \$50,000 worth of new machinery.

We want to tell you in detail all about the improvements on AFCO BOILER PLATE FURNACES and the new size and also our NEW CRESCENT TYPE RADIATOR STEEL FURNACE.

Write today for complete details and the American Agency offer.

AMERICAN FURNACE CO.
2719 to 2731 Morgan Street St. Louis, Mo.



"AFCO" BOILER PLATE FURNACE
(Formerly Known as the AMERICAN)



20 years of Success and Service behind every Wise Furnace

THE dealer doing business with Wise furnaces and the Wise agency sells furnaces that have proven successful and unusually satisfactory for over twenty years.

He offers to his public furnaces that are noted for their great durability and numerous heating and convenience features.

The dealer who secures the Wise agency for his territory aligns himself with a company that believes and lives up to its policy of real Service in deliveries and all other transactions.

The Wise guarantee is this:

Highest Quality, Best Workmanship, and Absolute Satisfaction to the dealers.

Wise furnaces represent high grade warm air heating service at an economical cost.

Write for interesting catalog and agency details NOW

The WISE FURNACE CO.
AKRON, OHIO



EXCELSIOR HEATING SPECIALTIES

*No Extra Charge for
EXCELSIOR QUALITY*

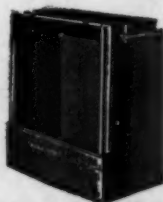


The **EXCELSIOR FAMOUS**

A Standard Furnace sold at a competitive price.

"More Heat for Less Money"

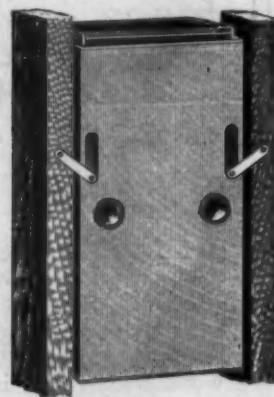
"EVERY FITTING FITS"



A No. 3 Head



No. 208 Boot



No. 35 Section of Double Wall Stack, showing Fastening Device

Quotations upon Request

The Excelsior Steel Furnace Co.

114-118 South Clinton Street

CHICAGO

ILLINOIS

A complete Furnace and Supply Service!

THE furnaces shown here, the Nesbit, the Weir and the Stanco, fit your every requirement for quality warm air heating and at the right price.



Nesbit All-Cast Furnace

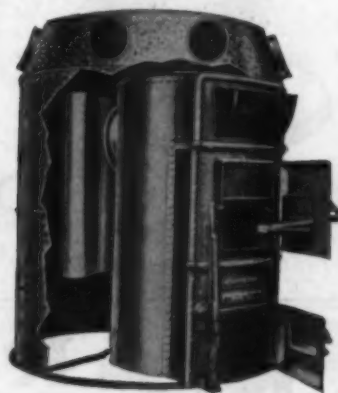
LET us send you full details and catalogs covering this line. Let us show you the completeness of our furnace line and demonstrate our reliable service.



Weir All-Steel Furnace

WE carry large stocks of every needed furnace supply item from Registers to Furnace Cement. All leading makes and dependable quality.

*Let us fill your next order—
we will give you real service.*



Stanco Steel Furnace

STANDARD FURNACE & SUPPLY COMPANY
Omaha, Nebr. Western Service for Western Dealers Sioux City, Iowa

MELLOW Warm Air Furnaces

Write
for Our
New
Catalog



One-Piece
Radiator
Improved
Clean-Out

An Unusually Attractive Agency

A high quality furnace, reasonably priced, makes the MELLOW agency an attractive proposition.

We have some territory open for good live dealers.

Write for prices and full information

Liberty Foundry Co.
St. Louis, Mo.

Features that sell the MARSHALLTOWN Steel Furnace

NOTICE from the
illustration the
NEW
LEVER SHAKER
A feature that is
different

a feature your customers
will appreciate.

Look at these other outstanding Marshalltown features—points of superiority that make sales for you.

Three Flue Crescent
Radiator

One Piece Combustion
Chamber

Large Capacity Firepot

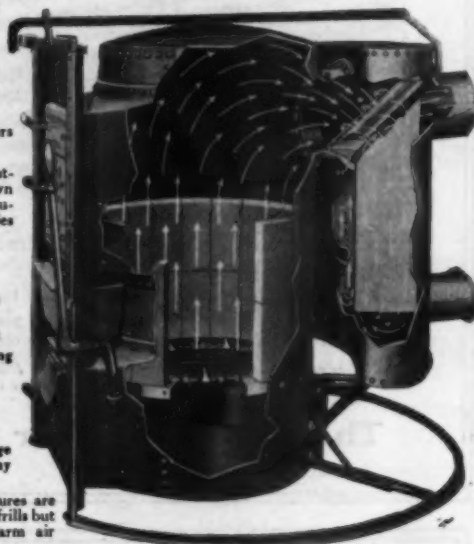
Door Pouches extending
clean through front

Gravity Action Direct
Draft Damper

Efficient Air Blast

Large Doors, Large
Water Pan and many
other features.

Notice that these features are
all quality features not frills but
real aids to better warm air
heating.



A Better Steel Furnace for Better Sales

You'll want a steel furnace agency—get the Marshalltown and steal a march on your competitors. The features listed above are just a few reasons why the agency will make better profits for you. Have us tell you about our sales and engineering assistance—and your margin of profit.

Write today for full information

MARSHALLTOWN HEATER COMPANY
MARSHALLTOWN, IOWA

FLORAL CITY FURNACES



Are made in several
styles and many sizes

Write for catalogue and
agency proposition

Sold to the Trade Only

40 YEARS' EXPERIENCE

FLORAL CITY HEATING CO.

Chicago Office
1654 Monadnock Bldg.

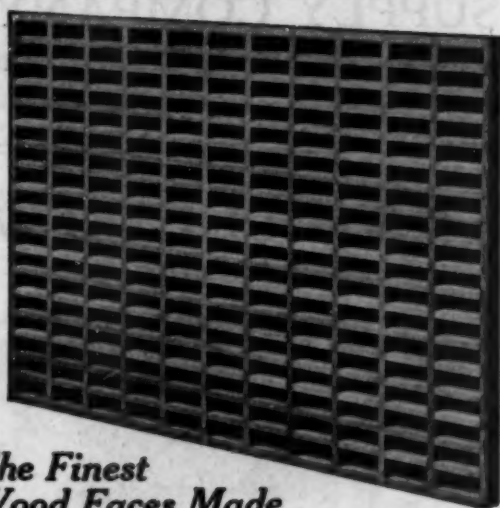
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Detroit Office
413 West Fort Street



MARSH

WOOD FACES



*The Finest
Wood Faces Made*

EVERY Marsh Wood Face is accurate, durable,
artistic, and yet economical.

Highest grade selected lumber from our own forests, superior
workmanship and the facilities of a large modern plant are reasons
why Marsh Wood Faces are used more than any other.

*Order from your jobber. All leading jobbers
sell Marsh Wood Faces, or write today to us
for our latest catalog and price list.*

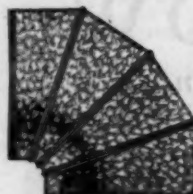
The Marsh Lumber Co.
DOVER, OHIO

Established

1902

CHICAGO

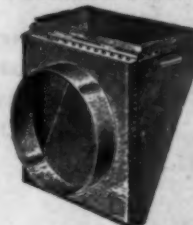
FURNACE PIPE
AND FITTINGS



Order CHICAGO COLD AIR EL-
BOWS now for that next job and
notice their much better and
stronger construction.

They are more economical too.
Prompt shipments from large
stocks.

When it comes to perfect fitting
you can bank on it that CHICAGO
FURNACE PIPE will always go to-
gether quickly
and firmly. Its
design and con-
struction can't
be beat.



Find out now why CHICAGO FURNACE
PIPE will be the best pipe for you to
use. Get a sample in your hands—the
sample is free.

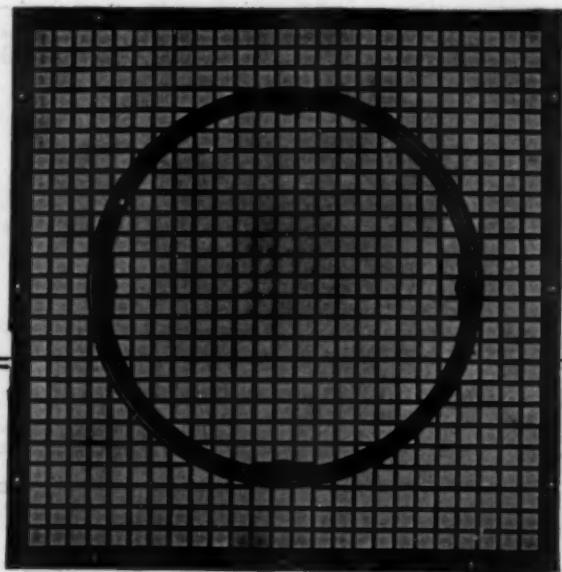
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CHICAGO FURNACE SUPPLY CO.
1276-78-80-82 Clybourn Ave. CHICAGO

The *latest news* about the *Warm Air Heating Industry* is
to be found in this Journal *every week*.

This is the only trade Journal covering this field published *every week*.

Mention AMERICAN ARTISAN in your reply—Thank you!



*An unusually well made
and carefully finished
pipeless grating*

WALWORTH Duplex Register

THIS grating is run through the polishing machine *five complete turns* before it is sent to you.

It is by far the most popular pipeless grating on the market and its high quality is the reason.

The Walworth Duplex Grating is made in seven standard sizes from 22x24 to 45x45.

We carry immense stocks at all times in order to supply your needs promptly.

The design shown above is our Plain Lattice Design. It is very strong and durable and unusually neat.

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Made by the makers of

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PENN TINSMITH'S SUPPLY CO., Philadelphia, Pa.

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ASBESTOS Insulation

and its saving in fuel for your customers?

THIS chart prepared by the engineering department of the makers of SAL-MO products tells you all about Furnace-Fuel Saving by Asbestos Insulation.

This chart is yours for the asking—just send the coupon shown below.



PAPER AND BOARD PIPE COVERING CORRUGATED PAPER AIR-CELL BLOCKS CEMENT, ETC.

SAL-MO Products have been used by the Furnace trade as the best for over a quarter of a century.

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A.A.

Send me without obligation Fuel Chart "E."

Name

Address

Mention AMERICAN ARTISAN in your reply—Thank you!

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THE kind that only a completely equipped plant (open hearth to finished product) such as ours can properly produce and vouch for.

We know exactly the grade of material used for every part made, and guarantee the quality and workmanship in every stove trimming or stamped part manufactured by us.

Give us a trial. No part too complicated—send us your blue prints

THE
AMERICAN TUBE & STAMPING
COMPANY

Branch offices in
all principal
cities

THE BIG OPPORTUNITY for 1926 For FURNACE JOBBERS

Lies in
the
Agency
for

Grand

Warm
Air
Furnaces

Secure It Before It Is Too Late

Unrivalled Production Facilities Enable Us to Offer You a Furnace, Unequalled in Finish and Mechanical Precision—and at a Reasonable Price.

The Cleveland Co-operative Stove Co.
East 67th St. and Central Ave. Cleveland, Ohio

REPS AERO-GAS RADIANT HEATER

DESIGNED by the original producer of Gasoline Pressure Radiant type heaters.

Finer results and perfect satisfaction. Heavy gauge steel construction, baked black enamel finish and nickel plated trimmings.

Top is designed to enable cooking. All parts are extra strong and well made. This illustration shows method of lighting.

Write today for illustrated circular giving full description of this heater and our new complete line of high grade quick selling Gasoline Pressure Cook Stoves, Rangettes, Cabinet Ranges and Table Ranges.



REPS HEATER COMPANY, Clyde, Ohio

If It's Repairs For
STOVES, FURNACES
OR BOILERS—

WE HAVE THEM

Send for Our Illustrated
Book of Order Blanks Today

**NORTH WESTERN CHICAGO
STOVE REPAIR CO. N ILLINOIS**

BOLTS

WE MANUFACTURE A COMPLETE LINE OF BOLT PRODUCTS, INCLUDING STOVE BOLTS, CARRIAGE BOLTS, MACHINE BOLTS, LAG BOLTS, NUTS, ETC. ALSO STOVE RODS, SMALL RIVETS AND HINGE PINS, CATALOG ON REQUEST.

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1971 W. 85th St. Cleveland, O.

"American Seal"

FURNACE CEMENT

Roof Cement — Stove Putty
Plumbers Putty

PAINTS and SPECIALTIES

WILLIAM CONNORS PAINT MFG. CO.
TROY NEW YORK

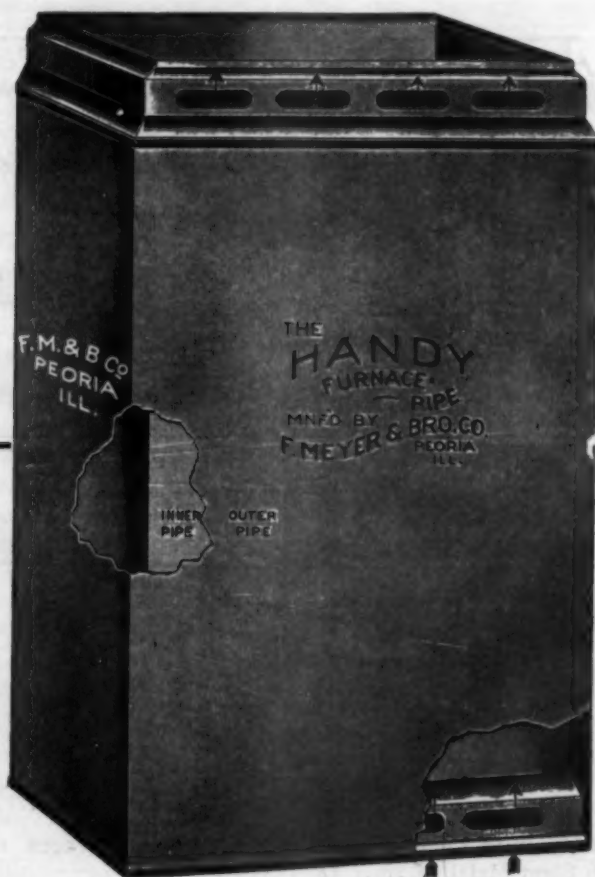
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JAMES L. PERKINS
Western Distributor
140 S. Dearborn St., Chicago, Ill.

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FOR STOVES AND HEATERS FIRST-CLASS
IN WOOD and IRON
VEDDER PATTERN WORKS ESTABLISHED 1835 TROY, N. Y.

IRON AND WOOD
STOVE PATTERNS
QUINCY PATTERN COMPANY
QUINCY, ILLINOIS

**PATTERNS FOR STOVES
AND HEATERS**
THE CLEVELAND CASTINGS PATTERN COMPANY
CLEVELAND, OHIO



THE NATION'S BEST FURNACE PIPE FOR 69 YEARS!

It's Handy by Name!

It's Handy to Get!

It's Handy to Work With!

F. MEYER & BRO. CO.

1311-13 S. Adams St.

Peoria, Illinois

Published to serve
the
Warm Air Furnace,
Sheet Metal, Roofing,
Stove and Hardware
Industries

Founded 1880

American Artisan and Hardware Record

Yearly Subscription

Price:

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Canada . . . \$3.00

Foreign . . . \$4.00

Published EVERY SATURDAY at 620 South Michigan Avenue, Chicago

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AN ACHIEVEMENT

An explanatory note regarding service to readers of AMERICAN ARTISAN. This paper is now nearing the completion of a half century of service. For almost fifty years it has catered to the needs of the men in the industries which it represents. At no time during its long and successful career has AMERICAN ARTISAN been in a better position to render complete, adequate service to its readers than it is today. In addition to the matter contained in our regular weekly publication, we maintain Service Departments for the use of our readers. If you have a problem to solve, we courteously invite you to submit it to us for solution. In what better way can we learn of your problems than from you direct?

TIN PLATE

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Warm Air Pipe and Elbow Purposes

Large Complete Stocks

at all times

**Here is a handy list of sizes and weights.
Check up on your stock and order now.**

100-lb. (ICL)	SHEETS PER BOX	107-lb. (IC)	SHEETS PER BOX	128-lb. (IXL)	SHEETS PER BOX
13½x26½	112	13½x26½	112	20 x28	112
14 x20	"	14 x20	"	20 x32½	56
14 x29½	"	14 x29½	"	20 x39½	"
14 x32½	"	14 x32½	"	20 x45	"
15 x32½	"	15 x32½	"	24 x29½	"
16 x39½	56	16 x39½	56	24 x32½	"
18 x39½	"	18 x39½	"	24 x39½	"
20 x26½	112	20 x26½	112	24 x45	"
20 x28	"	20 x28	"	135-lb. (IX)	
20 x29½	"	20 x29½	"	20 x28	112
20 x32½	"	20 x32½	"	20 x32½	56
20 x39½	56	20 x39½	56	20 x39½	"
24 x26½	112	24 x26½	112	20 x45	"
24 x29½	56	24 x29½	56	24 x29½	"
24 x32½	"	24 x32½	"	24 x32½	"
24 x39½	"	24 x39½	"	24 x39½	"
				24 x45	"

**These sizes in stock at our CHICAGO and PITTSBURGH
Warehouses—**

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Warehouses:

CHICAGO — PITTSBURGH — NEW YORK

C. S. DAVIS AND COMPANY, Inc.

TIN PLATE — SHEET STEEL

37th and Iron Streets

CHICAGO, ILLINOIS

YOU PAY HIM MORE—YOU THINK YOU PAY HIM LESS



Neither the "silver tongues" of unscrupulous promoters nor the tempting tales of Florida-made millions can compare in lure with the intriguing patter of False Economy.

"Save, save, save," he shouts, "my wares are just as good." So, blindly, the short-sighted buyer is wheedled into an order—paying far more for the "just as good" product—thinking he pays him less.

Compare Lamneck Products with others in appearance, in materials, gauge and workmanship. Put them together. See how snugly and sturdily they fit. Do this. Write for a sample. Get our catalog. Just fill in or pin to your letterhead and—

**Mail This
Coupon Now!**

THE W. E.
LAMNECK CO.

Gentlemen:

Kindly send me at once, free and without obligation, the items indicated below:

- () Your New Catalog.
() Sample of

Name.....

Address.....

RISKY business—price buying. When you figure the estimated saving on paper, the figures are alluring. But time tells another story—of unsatisfactory work, of disgruntled customers and customers lost, of wasted time and effort and unnecessary servicing. It is an old saying that "we get no more than we pay for." So seek economy elsewhere—not in quality of materials or workmanship.

~~~~~

Compare the product before you buy. That is the safe way, and we urge you to buy your pipe and fittings on this basis. Lamneck products challenge comparison from any standpoint. They are sold at quantity production prices and as cheaply as good products can

be sold. It is an economic impossibility to make pipe and fittings as good as the Lamneck Line and sell them for one penny less.

They are designed by skilled engineers, made by expert labor and turned out on machinery especially designed for the purpose. They are the best that skill, experience and good materials can make.

Back expert workmanship with the special patented features of Lamnecks that save valuable time, trouble and come-backs, and add to that Lamneck 48-Hour-Service and you have every reason for standardizing on the Lamneck Line.

**THE W. E. LAMNECK COMPANY**

416-432 Dublin Ave., Columbus, Ohio

Western Representative: THE QUICK FURNACE & SUPPLY CO., Des Moines, Iowa

# LAMNECK PIPE AND FITTINGS

Say you saw it in AMERICAN ARTISAN—Thank you!.





# American Artisan and Hardware Record



Vol. 91.

CHICAGO, FEBRUARY 27, 1926.

No. 9.



Steel Construction Plant Roofed and Sided with Sheet Metal.

## Structural Steel Fabricating Plant Completely Roofed and Sided With Sheet Metal

*Metal Absolutely Eliminates Fire Hazard,  
Thus Reducing Insurance Premiums*

THE field of sheet metal is rapidly expanding to new unrealized proportions. The manufacturing or fabricating is coming to realize that it can no longer ignore the protections which sheet metal has to offer. The ever present fire hazard has driven manufacturing interests to seek materials which

will not indemnify them after the fire is over—like the insurance company—but which will prevent the occurrence of fires. In this way they insure themselves against delays in filling orders.

The accompanying illustration shows the interior of a large structural steel fabricating plant the

skeleton of which has been covered with corrugated sheet metal.

The bulk and nature of the material handled in this Chicago fabricating plant is such as to make necessary the rolling of railroad cars right into the buildings. Under these circumstances the possibility of fire is always present.

# Ohio Sheet Metal Men Hold Inspirational Meeting at Toledo

*Dance, Entertainment and Farewell Party Will Be Long Remembered by Participating Delegates*

By GEORGE J. DUERR

**F**RIDAY of this week Toledo, Ohio, and Richmond, Virginia, saw the completion of the third spoke in the 1926 wheel of state sheet metal contractors' conventions, beginning with Wisconsin, and go-



**L. W. Henslee,  
Retiring President**

ing on to Indiana, Ohio, Michigan, Iowa, Illinois, Missouri, New York, New Jersey, Pennsylvania, Texas, and winding up with the hub of the wheel in May at Louisville, when the national association holds its convention.

At Toledo the Ohio Sheet Metal Contractors' Association opened its twelfth annual convention program at the Hotel Secor Wednesday, February 24, at 1 p. m. From that time until Friday afternoon, February 26, the visiting delegates were treated to a diversity of good things both in the way of discussion of business subjects and secrets and wholesale entertainment interspersed at frequent intervals. The convention was officially opened by General Convention Committee Chairman E. B. Swanson with the singing of "America."

The Mayor of Toledo, Fred J. Mery, delivered the address of welcome to the attending delegates. The response of the address of welcome was made by George Thesmacher, whose great knowledge of the industry's needs, combined with his unexampled ability to express quickly and extemporaneously what he has to say, brought everyone present to immediate and undivided attention. Mr. Thesmacher gave his audience a concise outline of the purposes and aims of the convention and extended to everyone a cordial welcome.

The next order of business was the appointment of convention committees—auditing, resolutions, nominating and others necessary to transact the business coincident with the expeditious handling of the convention. These committees were appointed by the president.

Next came the reports of the president and treasurer, which were made by L. W. Henslee and Fred G. Mirick respectively. No secretary's report was made because of the illness of George F. Mooney.

The Ohio State Director of Vocational Education, Elbert Huebsch, gave the delegates a very comprehensive outline of the work now being done in connection with the apprenticeship training work. The address proved exceedingly interesting at this time because of the fact that the possibilities and benefits of apprenticeship training are now engaging the attention of sheet metal contractors throughout the state.

The address was very kindly received in view of the fact that sheet metal contractors are appreciating more and more each year that they are competing in their businesses with technically trained men who are taking up the work. This con-

dition will be greatly accentuated as the demand for sheet metal products increases. Therefore these men must have trained workmen to do their work and as their only source of supply is the young man coming up from the ranks it is important that these young men receive the proper preliminary training. What the state is willing to do in order to cooperate with the sheet metal men in their endeavor to train their boys was also outlined in the address.

At 3 p. m. Wednesday, an informal reception was held for the visiting ladies. A very delightful reception and tea had been arranged for the occasion by the Ladies' Reception Committee, consisting of C. Vogeli, H. Meyerhofer and F. Christen. The purpose of this reception was to get the ladies ac-



**George F. Mooney,  
Secretary Ohio Sheet Metal**

quainted with one another so as to make their visit to Toledo as full of interest as possible. The committee credit for its ingenuity. A basket of assorted fruits was delivered to the room of each lady present



with the compliments of the Hotel Secor.

#### What the Sheet Steel Trade Extension Is Doing

In the afternoon Harry S. Rogers, a member of the Sheet Steel Trade Extension Committee, gave an address on "Promoting Sheet Metal Business." As a preliminary statement Mr. Rogers gave a very comprehensive outline of what the Sheet Steel Trade Extension Committee is and what it is doing to promote the sheet steel business. From here he went into some detail about how the committee is working to aid in the creation of new markets for sheet metal as well as how old markets are being regained. He had a great deal to say about the work the committee is doing to get local building ordinances revised so as to permit the use of sheet metal for the construction of garages, ceilings and lathing work. He cited the instance of what he and Mr. Bennett had done in this respect at Kansas City only a short time ago. In closing his address Mr. Rogers placed particular emphasis upon the fact that the committee is always ready and willing to help any sheet metal contractor with problems of any kind pertaining to his business. He stated that the contractor should not hesitate to write them at Pittsburgh at any time they saw fit and wanted information.

A vote of thanks was tendered Mr. Rogers on his splendid address.

While the ladies were being diverted the men folks were treated to an address on the metallurgy of steel, by J. T. Hay, Metallurgical Engineer. In this address some of the properties of iron and its oxides were revealed. A detailed account of the processes of oxidation or common rust were also brought out. Mr. Hay's address was very well received. The reports of the various committees were made following the address on metallurgy.

In the evening of Wednesday a dinner for the ladies in the private dining room of Hotel Secor was held and this was followed by a theatre party, both of which were

thoroughly enjoyed by all who participated in them.

A buffet luncheon, smoker and entertainment was held for the gentlemen. A motion picture revealing the process of the refining and manufacture of copper sheets was displayed through the courtesy of the Baltimore Copper Company. Few if any of the sheet metal contractors realize the extensive process involved in the manufacture of the finished sheet which they use in their everyday work until they have



Fred G. Mirick,  
Retiring Treasurer

viewed this motion picture. They were all grateful to the company whose extreme courtesy had permitted them to learn so much about the industry as a whole.

#### Thursday's Session.

Thursday morning at 10 a. m. the attending lady delegates assembled in the reception room of the Hotel Secor and from there were taken on a shopping tour of the stores at Toledo. Needless to say that this feature of the program was thoroughly enjoyed by the ladies themselves, whether the husbands were so thankful to the committee is not known. Following the shopping tour, the ladies were taken to a luncheon at the Lasalle & Koch Grill Room.

Secretary Edwin L. Seabrook of the National Association of Sheet Metal Contractors was scheduled for an address but wired that he would be unable to be present.

In Mr. Seabrook's absence Arthur P. Lamneck made a short talk. The high points in Mr. Lamneck's address were as follows:

Mr. Lamneck began his talk with the statement that the sheet metal contractor—that is, the average sheet metal contractor—as a business man is entirely different from any other business man. He usually is a good mechanic who has grown up in the business, saved some money and started in for himself, but who must be made to realize that there are a good many things besides mere mechanical knowledge necessary to success. He must know how to buy, to sell, to handle men and display goods, and all this can be learned through your trade association.

In Columbus the dues were just increased to \$12 per year plus 50 cents for each mechanic, and we feel the money well spent.

#### Important That We Learn How to Keep Records

Though everybody may be too busy to run an organization, it is vital that we get together and if we cannot do it ourselves, hire an expert who can teach the sheet metal man how to sell, keep his records and display his goods.

The direct factory installer is out-selling the local furnace man because he has a trained selling organization. If the local man is wide awake enough to adopt the selling system he will outsell every time, because he will learn to estimate correctly.

The following is an estimate that was given me by a progressive, successive installer of furnaces who is located in a western town and who averages 1,000 furnaces a year; the overhead figures given were based by him on his actual average overhead cost per furnace.

Let's say the job requires:

|                                |          |
|--------------------------------|----------|
| 24-inch fire pot.....          | \$100.00 |
| 4 runs to 1st floor, at \$7.50 |          |
| each .....                     | 30.00    |
| 3 ducts at \$5.....            | 15.00    |
| 2 runs of wall pipe at \$9.... | 18.00    |
| 1 run at \$10.....             | 10.00    |
| Cold air duct.....             | 30.00    |



|                         |          |
|-------------------------|----------|
| Labor .....             | 30.00    |
| Overhead .....          | 60.00    |
| <hr/>                   |          |
| Total .....             | \$293.00 |
| 10 per cent profit..... | 29.30    |
| <hr/>                   |          |
|                         | \$322.30 |

In figuring overhead, everything must be taken into consideration.



Arthur P. Lamneck,  
Director Ohio Sheet Metal

You must include, interest, salaries, rent, advertising, autos; in fact, there is no item too small to be added into the overhead; in some businesses the overhead includes as many as 100 to 200 items.

If you do not know how much you put into overhead you are bound to lose money and encourage rotten competition.

When you estimated on a roofing job, do you include such items as time lost because of rain or snow—or stolen slates? Don't forget that if the weather is bad and your men cannot work on the roofing job their pay goes on just the same and must be charged somewhere.

At one of the local meetings in Columbus everybody figured on a roofing job and when notes were compared it was found that there was from 10 to 15 per cent variation. Upon investigation some of the contractors admitted they had not included solder, paint, conductor hooks, because they made their own hooks from scrap iron, and numerous other apparently small items.

Remember, in the long run these small items add up and must be taken care of some way.

Every live business man should belong to his trade association and do his share. The only time he is justified in dropping out of his trade organization is after he has paid his dues regularly, done his share and found that the association is absolutely dead.

#### Election of Officers.

The officers and directors were chosen as follows: President, W. H. Dailey, Columbus; Vice-President, John Vogeli, Toledo; Treasurer, F. J. Hoersting, Dayton. The Secretary is to be selected by the Board of Directors.

The following directors were held over: George Thesmacher, Cleveland; A. P. Lamneck, Columbus; M. B. Armstrong, London. P. E. Sullivan, Dayton, was re-elected, as was Joe Stermer of Cincinnati, who had taken the place of John Weigle, who died just after the 1925 convention. Joe Dersher, Toledo, was elected to take the place of John Vogeli, who was made Vice-President.

Just before the Thursday morning session came to a close Charles F. Waltz, Secretary of the Building Trades Association of Cincinnati, gave a very spirited talk.

Among other things he said: "You can't get something for nothing; you can't get any more out of an association than you put into it. You can't sit down and wait for someone else to do something, you must wake up yourself.

"A good many contractors estimate a job by figuring the cost of labor and material and then adding 10 per cent. At the end of the year they wonder why their net total is so low.

"You must try to force down the absolute necessity of doing business with business methods. One rotten competitor in a community can kill it for all. You cannot elevate business unless you elevate the men in it.

"Do things throughout the year and not just at conventions. You

have to work as well as pray for results if you hope to accomplish anything. Everybody must become an organizer. You cannot make a man a good competitor unless you are willing to show him where his mistakes are. To make business better is the main function of an association and you must work from convention to convention."

Thursday morning's question box brought out the following good suggestion in answer to the question: "How can we improve our association, local as well as state?" Be sure to send notices of every meeting, circulars, etc., to non-members. Keep in touch, by mail and otherwise, with the fellows in your town who are not members of your association, as sooner or later you will arouse their interest to the extent of becoming members.

In taking his office the new president, W. H. Dailey, said that one of the main objects of the association this coming year would be to educate the members to the right way of figuring overhead. He prom-



Stanley Allen,  
Retiring Vice-President

ised to use every effort to bring the local associations in closer contact with the parent body. Also to work closely with the auxiliary. The theme of his talk was "Friendship." We must accumulate and cultivate friendship so strong that it will be impossible for anyone in the association to do anything unethical.

Thursday afternoon an auto trip was made to the plant of the Willys-Overland automobile company. Here the various operations of manufacture and assembly were viewed with much interest by the visitors. The extensive use of sheet metal in the manufacture of these cars proved exceedingly interesting.

In the evening of Thursday the ladies and gentlemen were treated to a dinner dance and entertainment in the Wallick Room of the Hotel Secor. Much credit is due the entertainment committee for the splendid evening's diversion provided. This committee consisted in Joe Dersher, Harry Gray and C. Kuster and before the convention was over they were given a hearty thanks for the good work they had done.

#### **Friday's Session.**

The Friday morning session was opened with a song, followed by the

reports of the committees which had been unable to report on the day previous. These reports were followed by the selection of the next convention city and the unfinished business still remaining and needing attention.

Friday afternoon a farewell party was held in which all of the attending delegates and ladies participated.

A resolution of sympathy was adopted for John D. Gerkin on the death of Mrs. Gerkin. A similar resolution was adopted on the death of John Weigel and sent to his family.

A resolution of thanks was voted to the trade papers, the hotel, the Toledo Local, the salesmen's auxiliary, jobbers, manufacturers, ladies and all others who coöperated to make the convention, the banquet, the dance and entertainment the success it was.

Second vice-president, W. E. McFarland.

Secretary and treasurer, R. S. Thompson.

The directors will be appointed by the president.

#### **Abram Cox Stove Company Changes Name to Abram Cox Company**

The name of the Abram Cox Stove Company has been changed to the Abram Cox Company, according to information received from John D. Williams.

The change of name became effective February 15, 1926.

#### **Copper and Brass Has New Booklet Entitled "The End of Rust Troubles."**

Advertisements of the Copper and Brass Research Association during 1926 will appear in newspapers and magazines throughout the country having a combined circulation of 20,000,000 copies each issue. A new brass pipe book prepared by the Association entitled "The End of Rust Troubles" will be featured quite extensively.

The illustrations in this book show thousands of important buildings in which the use of brass pipe keeps down maintenance cost and ends rust troubles in water piping systems.

In its advertising the Association is using newspapers in all the principal cities of the United States and Canada, as well as national magazines. The copy, well illustrated, calls the attention of manufacturers and prospective builders to the advisability of using copper and its alloys where best suited. Particular stress is laid on the durability and beauty of the metals and the fact that their slightly higher initial cost proves a big saving in the years to come. Replacements of corroding metals where copper, brass and bronze should be used are emphasized as a costly Third Mortgage.

We will be glad to have you send us details about the activities of your local association.

## **Ohio Auxiliary Asks to Be Officially Recognized**

### **Organization Wants Permission to Have Charge of Entertainment One Evening**

THE Travelers' Auxiliary of the Ohio Sheet Metal Contractors' Association held its meeting Thursday, February 25. Meeting was a real meeting in every way—full of pep and bringing out a spirit of helpfulness that will mean much to the Ohio Sheet Metal Contractors' Association.

The early part of the meeting was devoted to routine business, such as reading of minutes, reports, etc.

The annual roster was discussed and it was decided that, commencing with 1926, a new roster is to be issued annually within 60 days after the annual meeting.

The following resolution was adopted and presented by R. S. Thompson to the sheet metal contractors in session Thursday morning:

Resolved, that the attention of the Sheet Metal Contractors' Association of Ohio be brought to the will-

ingness of the auxiliary to coöperate with the sheet metal contractors to the fullest extent, both in the matter of entertainment at conventions and in increasing their membership.

Resolved further, that the Sheet Metal Contractors' Association of Ohio be asked to give official recognition to the Auxiliary by giving them a place in their program and permitting them to have charge of the entertainment for one evening at the annual convention in lieu of present method; and that the auxiliary also solicit the aid of the sheet metal contractors in increasing their membership.

A motion was made and carried that the usual contribution of \$400 be given to the sheet metal contractors to help defray the convention expense.

The following officers were elected for the ensuing year:

President, Lee Gillespie.

First vice-president, G. L. Potter.

# Pattern Shows Layout of Ornamental Leader Head

## *Purpose of Leader Head Ornament to Make Down Spout Similar to Cornice*

By O. W. KOTHE, Principal St. Louis Technical Institute, St. Louis, Missouri.

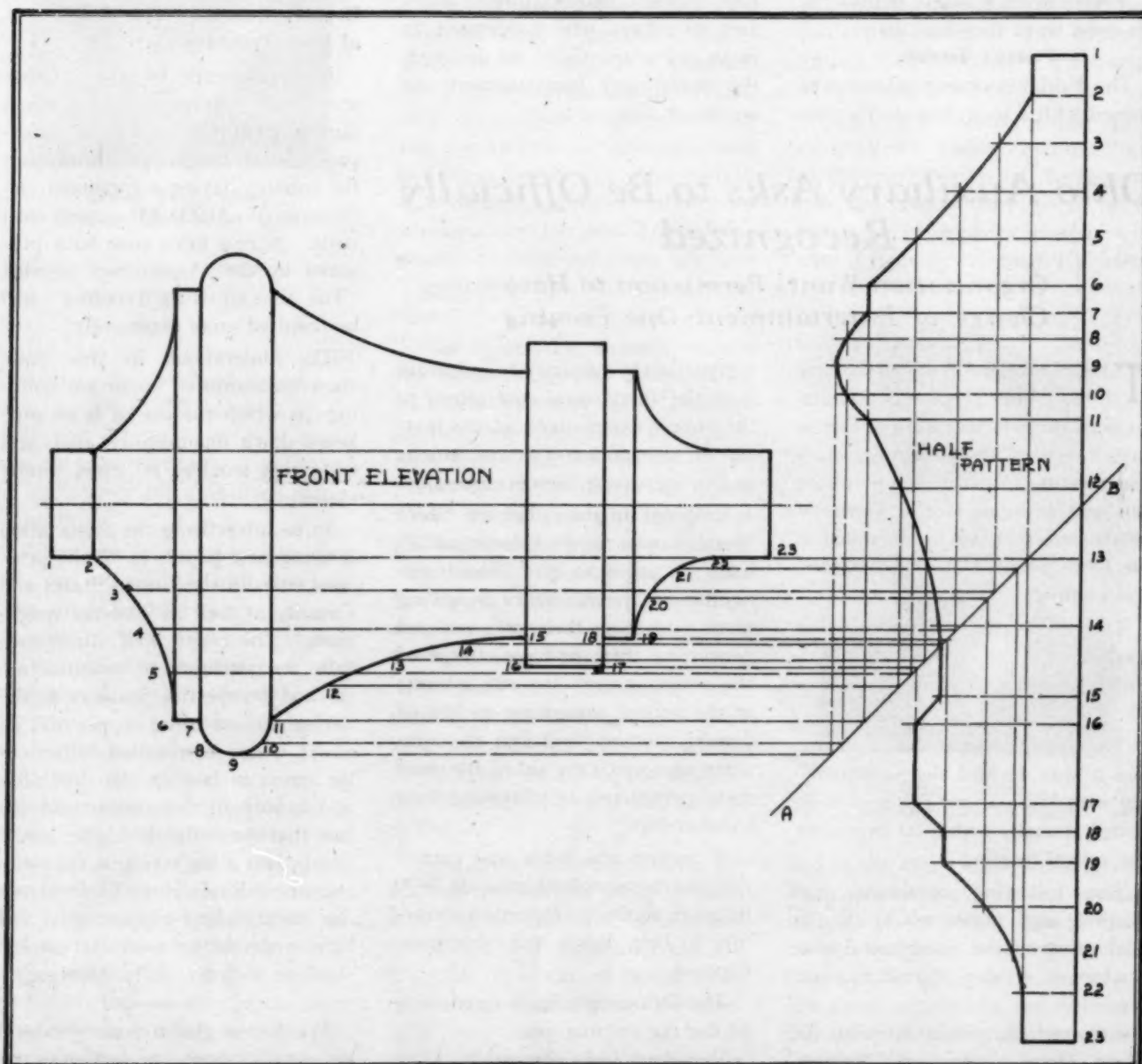
THE leader heads shown are used quite often in a desire to break the monotony of long downspouts, as well as to ornament these pipes near the top so as to be similar to a cornice. In this case our design is very simple and is planted right over the pipe—that is the pipe is run right through the head.

The first thing to do is to estab-

lish a suitable depth and a projection that the head is to occupy. With these two measurements the outline can be worked in, which is largely a matter of practical judgment on the part of the designer. This is largely a matter of feeling and taste from a mental point of view, which allows a multitude of different shapes and peculiarities to

enter for making something different than anything else. Next divide all curved lines in any number of equal spaces—that is, treat each curve separately so it has in itself an equal number of spaces, which aids in the transferring of points and securing the girth.

Now at any place draw a miter line as A-B on a 45-degree line,



Patterns for Ornamental Leader Head



and then from each point in the elevation, drop lines into this miter A-B, as shown. It is this miter that will develop the cut in the pattern. Now take the stretchout from the elevation; picking spaces 1-2-3-4-5-6-7-8, etc., to 23 and set them off on a line as 1-23 in pattern. From each of these points square out stretchout lines and then from each intersection in the miter A-B square out lines to cut off those lines in

stretchout of similar number. This gives the miter line we show in the half pattern and can be used for all four sides. If no miter is desired for the back which in many cases is just flat, then a straight line can be drawn instead of the miter and fill in the back, or even let the raw edges rest against the building walls. Ordinarily edges are allowed on a few straight members for assembling the miters.

|                                                     |       |
|-----------------------------------------------------|-------|
| Australia (including unsold shipments afloat) ..... | 2,000 |
| Far East .....                                      | 500   |
| Elsewhere .....                                     | 500   |

Total ..... 28,300

The paper read by Gilbert Rigg before the Institution of Mining and Metallurgy as to the possible improvements in the metallurgy of Zinc, and the subsequent discussion thereon, prompt me to substantiate by forecast at the beginning of the year that in 1926 there may conceivably be introduced important improvements in smelting practice. First, there is the Ashcraft process, aptly named "New Metallurgy," based on the old discovery that lead and zinc sulphide ores are completely attacked by chlorine at 600 degrees C., with disengagement of elemental sulphur, and that the resulting chlorides may be electrolysed. The successful electrolysis of zinc and lead chlorides in a state of fusion in a multiple cell (self-heating apparatus) is the key to the whole of the system known as New Metallurgy, or Pyro-Electric process, as distinguished from Hydro-electric. An English company has been formed to lay down a working unit with a capacity of 10 tons of ore daily to demonstrate the claims that 99.5% of lead and silver and 99% of zinc as well as the sulphur are recovered from sulphides at a cheaper net cost than in any existing treatment method.

The Coley zinc process will also be proved or disproved in the next 12 months, as a company has been formed under good auspices for the purpose of trying out the process in a plant with a capacity of 10 tons of ore daily. The claims made for this process I have mentioned in the past and the same do not need amplification.

The third process under development in England is the invention of Mr. Frank Elmore, but the company which owns the patent rights has been working so long on the job that the enthusiasm of the majority of its supporters has been dampened and the inference is that the difficulties surrounding this par-

## World Zinc Production Not to Run Much Above Consumption

*World Stocks of Zinc February 1st Were Estimated to Be 28,300 Metric Tons*

By A. J. M. SHARPE, International Metal Service

**I**N MY SURVEY a month ago I ventured the prediction that 1926 would witness more violent price fluctuations than usual. At that time slab zinc was selling on the London market at over £39 per ton, whereas today the quotation has fallen back to almost £36. If this market movement is to be a forerunner of what may be expected this year, then 1926 will be a difficult period for both producer and consumer—the former inasmuch as he will be called upon to exercise close discrimination in the purchase of ore other than that based upon average metal prices and in selling his forward production, whilst consumers will be equally puzzled in appreciating when to buy and when not to enter the market.

I do not expect world production to run much, if anything, above consumption this year, so that if there comes a time when the St. Louis and London markets are at parity, it will make for considerable arbitrage business. For some time now, however, the European and American markets have not run interdependently. London has not been influenced by the strength of the American market for the reason that, owing to the depression in Germany, she has been able to supplant the tonnage of United States zinc previously imported by an equivalent of Polish and German metal.

The St. Louis market, in its turn, has been fortified by an advance in domestic consumption which it did not catch up until December. Now, however, that the United States output is larger than required to meet domestic needs, it follows that if it be continued at the enhanced level the price must recede to nearer the London parity.

Statistically, the position remains very sound, and I am still of opinion that producers the world over may, on the whole, look forward to another good year. I do not anticipate any further increase in European production, so that it largely remains a question of how long the present depressed state of affairs in Germany is to continue. There are at the time of writing some first signs of a business revival and, although the recovery may be slow, it is reasonable to suppose that ere many months have passed Germany may again be consuming the whole of the Silesian zinc output and consequently necessitate England importing American prime Western.

My estimate of world stocks of zinc as at 1st February is as follows:

|                          | Metric Tons |
|--------------------------|-------------|
| United States .....      | 12,900      |
| Germany and Poland ..... | 7,200       |
| Canada .....             | 1,600       |
| Gt. Britain .....        | 500         |
| Belgium .....            | 1,900       |
| France .....             | 1,000       |
| Scandinavia .....        | 200         |

ticular method have not yet been wholly surmounted.

The fourth process, and one which holds considerable promise for the treatment of calamines is that known as the Waelz process. Originally intended for employment

in producing zinc oxide direct from ore, steps are now being taken to try it out on the treatment of sulphide ores also.

Note by American Zinc Institute: The program of the Bureau of Mines session of the 1926 Annual

Meeting of the American Zinc Institute, at the Hotel Coronado, St. Louis, on April 19 and 20, contemplates a full discussion of the paper of Mr. Gilbert Rigg, reference to which is made by Mr. Sharpe in this survey.

## All-Metal Air Craft to Make Polar Expedition Requires Small Tool Shop

### Oxy - Acetylene Welding Equipment Taken on Trip to Insure Quick Repairs

THE art of welding is coming more and more into use. The importance and dependence that is being placed upon this rapidly developing method of salvaging broken parts.

A new attempt is soon to be made to unlock the secrets encased in the ice-bound fastness of the North Polar regions. The expedition is under the command of Capt. George Hubert Wilkins, Australian explorer and aviator, and one of the chief scientific aids to Sir Ernest Shackleton on his South Polar exploration.

His party will hop off in March from Point Barrow, Alaska, in two large Fokker monoplanes, to carry the United States flag across the top of the world to Spitsbergen. His prime objective is the Ice Pole, characterized by Stefansson as the "Pole of Relative Inaccessibility,"

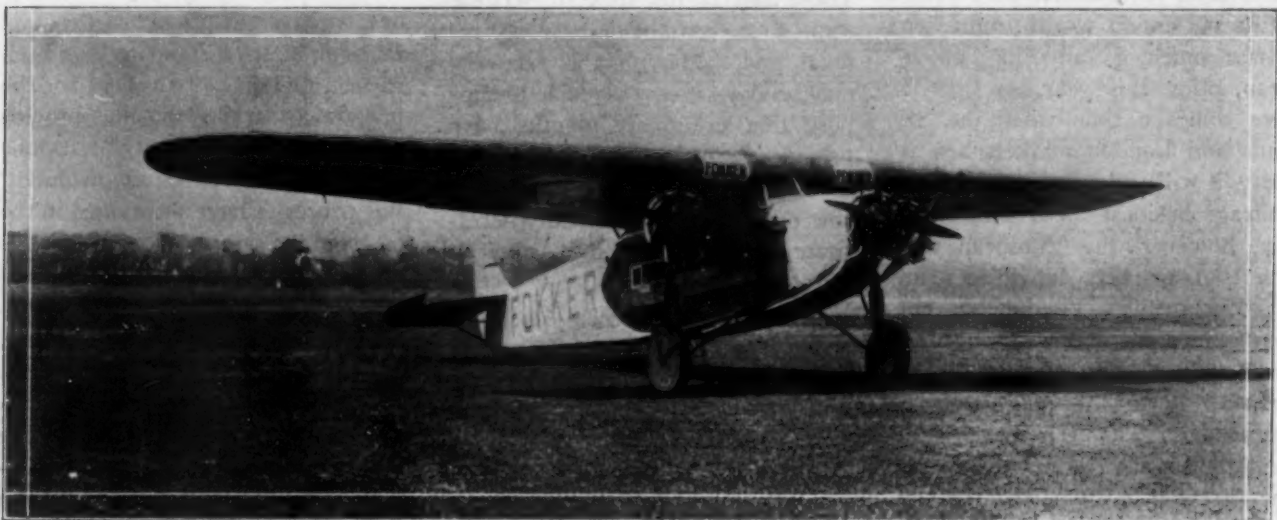
lying in the center of the great northern ice field. The airplane is considered the only means of reaching it. Should an undiscovered Polar Continent, which has been so eagerly sought, be found, the land will be claimed for the United States.

The expedition, known as the Detroit Arctic Expedition, is being conducted under the joint auspices of the Detroit Aviation Society, the American Geographical Society, and the North American Newspaper Alliance. The two Fokker monoplanes, one large and one small, have already been conditioned and shipped to Seattle by the Atlantic Aircraft Corp., of Hasbrouck Heights, N. J. From Seattle the planes will be carried by boat to Alaska and assembled.

Point Barrow, the most northerly point of land in Alaska is the ex-

pedition base. All supplies will be centered there. The smaller plane will be used for reconnoitering, and should land be found where a new base can be located, it will be used for moving supplies up from the Point Barrow base.

Every care has been taken to safeguard the explorers. The two Fokker monoplanes, the largest equipped with three Wright motors of 200 horse power each, and the smaller equipped with one 400 horse power Liberty motor, are built entirely of metal. The fuselage and other framework are of the finest steel tubing. Like in all aircraft built for the U. S. Army, every joint has been oxy-acetylene welded to insure the greatest strength and reliability without increase of weight. Complete welding equipment will be carried to Point Barrow, so that any damaged



Giant Fokker All-Metal Plane Which Will Make Polar Expedition.



metal part can be immediately repaired. This is the first time in history that oxy-acetylene apparatus has been taken as regular equipment on an exploring expedition, but

since this attempt at the polar fastnesses is largely a matter of machines, it is important that the most versatile yet most compact equipment for repair be carried along.



Detroit Arctic Expedition Plane Leaving Hasbrouck Heights, New Jersey, En Route to Alaska

## Must Protect Credit Reservoir Against Speculative Drain

*Reason Cast to Winds When  
Speculative Impulse Seizes Investor*

**P**ROTECTING the credit reservoir against draining by speculative movement is more needed than ever, J. H. Tregoe, Executive Manager of the National Association of Credit Men, says in a statement now being circulated among the association's 30,000 members.

"The psychology of a person attracted by the lure of possible overnight wealth is interesting," Mr. Tregoe says. "Reason in such a situation is usually cast to the wind and uppermost is the fascinating impulse to swallow the bait offered by shrewd promoters. All along the human pathway are the bleached bones of investors who tried the alluring path merely to find it a desert without an oasis.

"As one of the principal factors to keep us steady in 1926 and not waste our store of credit is good, practical judgment in appraising speculative offers. When the pub-

lic is in a congenial frame of mind to buy almost anything, shrewd promoters will acquire business enterprises, preferably those well known, attach a hose to a reservoir, and when filled with all the water they can possibly hold sell shares in the recapitalized enterprises based on future expectations. Whether or not these expectations are realized does not trouble the promoters after they have succeeded in exchanging water for real money. In some rare instances we admit that water has been churned into milk where the enterprises were being operated conscientiously to this end, but in most cases value shrinks as the water evaporates.

"Progress in 1926 will be far better and the year will offer more substantial prosperity if we are led to keep away from dabbling in highly explosive speculative ventures.

"Production can be kept at a high peak, the consumption market may be vigorous, but if the high peak production and consumption occasion too great a strain on credit and do not conform to the proper uses of credit, flare-backs can be expected and progress stayed.

"Credit is primarily intended for productive purposes and its uses should always have in mind its elemental principle that sometime real value must be exchanged for the credit. If credit becomes too thin so that its liquidation is jeopardized, productive and consumptive processes are thrown out of order, the wheels stop turning, unemployment ensues, and we are resolved into a crisis or something worse, a condition we like to avoid.

"I am amazed at times that so small a proportion of our industrial leaders and financiers understand the element which consciously or unconsciously measures the success of their activities. Because credit is not sufficiently known in all of its elements and proper uses, surface appearances are accepted as a token of prosperity or sluggishness, and oftentimes it happens when everything seems to be moving serenely and production is at a high peak, the curtain is about to fall on the happy scene, because credit was improperly used.

"Every crisis, disturbance and panic that have dotted our industrial history were caused primarily by the abuses of credit. People went too far with the existing credit facilities. They thought it easy to create obligations and everything seemed favorable to their acceptance, and they failed to see that some time the peak would be reached and there was nothing but a downward course.

"As a good gospel for 1926, nothing could be more valuable to its prosperity and the evenness of the year's business courses than to have our men of industrial and financial affairs respect the gospel of credits and understand that credit cannot be played with fast and loose without an unsettling of conditions all along the line."



## Cook County Sheet Metal Club Ready to Organize Branch No. 2

*M. J. Hinch Made President Salesmen's Auxiliary Because of Resignation of L. R. Wise*

THE Cook County Sheet Metal Club held another successful meeting at Albany and Belmont Avenues, Chicago, Friday evening, February 19. An extensive report was made by the Furnace Committee chairman, Fred Goodall.

Branch No. 1 of the Cook County Sheet Metal Club has a total paid up membership of 53 and new names are being added to the list steadily.

At the next meeting of the club, March 2, there will be held a formal organization of Branch No. 2 of this rapidly growing and highly enthusiastic group of men.

Branch No. 2 will take in the sheet metal men in the territory which takes in the west side of Chicago and suburbs and will comprise the second step in the effort to organize the entire city. Needless to say this latter dream will be an accomplished fact before very long. Fred Goodall is the chairman of this organization committee.

All sheet metal men who wish to join this organization should signify their intention of so doing before March 2, 1926, because after that date the initiation fee will be \$25.00.

At the next meeting, Tuesday, March 2, the feature of the evening will be an illustrated lecture on sheet metal contractors' costs by V. Schmidt. This meeting will be held in Burns Banquet Hall, 3958 West Madison Street, where a banquet will be held in connection with the formation of Branch No. 2.

At the February 19 meeting M. J. Hinch, of the Lennox Furnace Company was made President of the Salesmen's Auxiliary and Raymond Costello, Vice President. This change was made necessary by the resignation of Lester R. Wise, who has accepted a position with the Youngstown Sheet and Tube Company and will leave the Chicago territory.

Edwin N. Stahler, the progressive Secretary, would like to have you signify your intention of attending the banquet of March 2.

### Portland, Oregon, Sheet Metal Men Hold Annual Meeting.

The annual meeting of the Sheet Metal Contractors Association of Portland, Oregon, was held during

the last week in January at which the following officers were elected: President, George F. Frazier; Vice-President, R. T. Moore; Secretary, Edward E. Erickson.

Mr. Frazier is associated with the J. C. Bayer Company, Mr. Moore, with the L. J. Mueller Furnace Company, and Mr. Erickson with the Grand Sheet Metal Works.

The board of directors comprise M. Jonasen of the Eagle Sheet Metal Works, William Mau of the Oregon Sheet Metal Works, H. L. Kelly of the Kelly Bros. Sheet Metal Works, and A. Groeger of the Northwest Copper and Sheet Metal Works.

## Cambria County Sheet Metal Men Have Unique Way of Insuring Attendance

*Has Live Organization—Meetings Will Be Held at Johnstown Twice a Month*

THE Cambria County, Pennsylvania, sheet metal contractors have a real business-like organization, according to Secretary W. F. Angermeyer of the Pennsylvania state association. The membership is now fourteen. Secretary Angermeyer has been present at two of their meetings, one of which was held at Johnstown on the evening of February 16.

A resolution was passed at this meeting leasing a meeting place in the Builders' Exchange for a year, and setting the dates of the monthly meetings as the first and third Tuesdays of each month.

The dues of the association, too, were fixed at \$5.00 per month per member, payable six months in advance, with a credit of \$1.00 per meeting attended by each member; that is, if a member attends all meetings, his annual dues would be \$36.00 per year, net. He receives \$24 credit for 100 per cent attendance at meetings.

A set of by-laws was read and these will be adopted at the next meeting.

Because of the fact that the pres-

ident and secretary had resigned new officers were elected.

The lineup as it now stands is as follows: President, C. S. McCall; vice-president, Charles Chapple; secretary, Gus Pfeffer, 219 Woodvale avenue; treasurer, W. A. McVicar.

A new trustee will be appointed by the president to succeed Mr. Chapple, who was elected vice-president. The men are all very enthusiastic over their association and are working hard for it.

Secretary Angermeyer was accompanied to Johnstown by John Wagner of Wagner Brothers, Pittsburgh.

### A. R. Pinney Joins Sales Force of Bonney Forge & Tool

Mr. A. R. Pinney, better known to the trade as "Ray," has joined the sales force of the Bonney Forge & Tool Works, Allentown, Pennsylvania, manufacturers of chrome vanadium wrenches.

He has been assigned territory including Pennsylvania, New Jersey and Maryland.

## The Editor's Page

### Hitching Our Wagon to the Rising Sheet Metal Star

**W**HAT is the trend in the sheet metal industry? How near are sheet metal contractors going to be able to discharge their responsibility to the public? How must they alter their present course in order that, after buffeting unexpected adverse winds and unknown cross currents they will be able to arrive at an approximate definite goal? These are questions which have occurred to at least the man who does any thinking at all on the subject and which he would, no doubt, give a great deal to have correctly answered.

In the first place the trend of the industry is for better and more extensive markets for its products. There is no gainsaying this. It is a definite certainty, because in the sheet steel industry alone 93 per cent of the producing mills have already placed their money and other resources back of the proposition. With so vast a power wholeheartedly fostering the undertaking, with a definite, thoroughgoing, painstaking organization, there can be but one result. Like organizations are also functioning with same degree of completeness and accuracy in the sheet copper and sheet zinc industries, although the percentage of mills back of the proposition in the two latter instances are not as clearly defined as in the case of the former.

In addition to the promotional work being done by the mills there are the numerous local and state sheet metal contractors' associations, working for the good of the whole, not to mention the national association and the world of good it is doing. So much then for the producers' end of the business. Their willingness to think in terms of consumption as well as of production is absolutely unquestioned.

But so far we have considered the problem only from the standpoint of the producer. There is another standpoint—that of the contractor himself. What is he willing to do and how far is he willing to go to put his house in order? Upon the way the contractor answers this question in his own heart and by his own acts will depend the answer to the second and third question at the beginning of this editorial.

Times are changing. The number of activities in which a young man may engage are so greatly increased and so diversified from what they were in the past generation that no one man can possibly think of engaging in more than one of them, and along with the change has come another very important one, stealing in like a thief in the night—the technical knowledge requirement to make a success in the occupation selected as a life's work. More and more as time goes on the men now in the sheet metal industry are going to be required to compete with technically trained individuals, and unless the sheet metal men now in the business realize that all too apparent truth, they are sure to come to grief.

Is it not reasonable to expect that if sheet metal is to be put to more diverse uses in the near future than has ever been the case in the history of the country, that an ever greater insistency is going to be placed upon the specialized knowledge of the individual? Is it not logical to suppose that if after spending millions of dollars perfecting their products and more millions fertilizing old and creating new markets for them, the mills find they cannot rely upon the individual contractor to properly distribute those products, they are going to evolve their own methods of distribution? The present mode of distribution is the most economical with the present status of the industry, but will it be five, ten or fifteen years hence when the industry has grown to twice, thrice or even twenty times its present proportions—a growth which is easily possible.

The answer is, yes. Provided, of course, that the contractor sets forces in motion that will enable his business to meet the increasing demands upon it as these come; they will come slowly at first, and there will be ample time for a healthy readjustment, but he must act now and begin the process of readjustment at once.

What must you do to effect a readjustment? The first thing is to clean house. Put your business on a respectable basis by moving it out of the alley. Demand a fair price for your work. Make that fair price a price that will allow you to cover the costs of doing business and give you a profit on top of that. See to it that your men, especially the young men you have in your employ, have every opportunity to express their individuality. Give them a chance and the proper incentive to study and work out not only technical problems of the industry, but the business problems which confront it as well.

By so doing you will develop latent powers in the young men you never dreamed were there. Show these young men that you are interested in their welfare and progress and they will show their appreciation. It is granted that all men are not created equal, except before the law, and therefore, the matter of selection will figure largely in your operations. But that should be no deterrent to your determination to build an organization.

In the matter of supplying technical knowledge allow it to be said that the universities of the country are almost at your feet begging for an opportunity to help you. Every industry that has ever come into being has sooner or later found research its life saver. Your own National Association is piling up information and data for your use and asks only that you come and get it. Under such circumstances if you fail to make a go of your business, if you fail to double, treble and quadruple its volume within the next five, ten, or fifteen years, it will be no one's fault but your very own. Certainly no industry ever had brighter prospects for growth than the sheet metal industry has today, and the trend is just exactly what you yourself make it.



## Random Notes and Sketches

By Sidney Arnold

"The essence of humor is sensibility; warm, tender fellow-feeling with all forms of existence."—Carlyle.

Paul R. Jordan was attending a tea one evening. You know Paul is a great hand for that "high brow stuff." He's a graduate of Indiana State University and of course you know what that means.

The late William Archer, the English critic and dramatist, visited America during the run of his one and only success, "The Great Goddess," and a lady who happened to be at the tea asked him how he liked our country. He answered:

"Your efficiency amazes me. There was a funeral the other day out in Arizona, in the town of Hot Dog, and while the minister was preaching the funeral sermon two shots were fired in quick succession in the street outside.

"The undertaker tiptoed forth. In a minute or two he tiptoed back again with a bland smile on his face.

"I secured both them funerals," he whispered to the chief mourner."

\* \* \*

Charles Roland, of Roland & Beach, Richmond, Indiana, is a self-made man. One day while he was still in the making and he was employed by a certain manufacturer, so the story goes, a shortage of work developed. They were therefore reducing the forces when Mr. Roland was called in and told they did not have work enough to keep him any longer.

After pondering a few minutes he blurted out: "Sure, Mr. Blank, it don't take much to keep me busy."

\* \* \*

I have just learned that congratulations are in order for Frank F. Powderly, who represents the Lennox Furnace Company, of Marshalltown, Iowa, and Syracuse, New York, in the Pennsylvania territory. Mr. Powderly was married recently to Helen J. McFadden, Williamsport, Pennsylvania. I want to extend every good wish to

the happy couple, and hope they will have a long and successful career in their new venture.

\* \* \*

This, friends, is a snap shot of A. P. Nelson of Downers Grove, Illinois, and H. R. "Roy" Harrison, Illinois representative of The Rudy Furnace Company. The occasion was a minutes' stopover on Roy's flying trip to Peru, Illinois,



A. P. Nelson and H. R. Harrison,  
Downers Grove, Illinois.

to attend the convention arrangement meeting held by the officers of the Illinois Sheet Metal Contractors' Association and the Travelers' Auxiliary. Roy, you know, is the chairman of the Board of Directors, Illinois Travellers' Auxiliary.

\* \* \*

### Perfectly Reasonable.

A rich man had a dissipated son. The son was not generally regarded as a very valuable asset to society, but his father seemed to set some store by him.

The youth fell gravely ill. A distinguished surgeon was called in. He decided that an operation was imperative and performed it. The operation proved a success and the

patient recovered. In due course of time the surgeon sent a bill for \$10,000.

Mr. Moneybags protested against the size of the fee. He thought the charge was entirely too high.

"Well, let's consider the situation," said the eminent practitioner. "You'll concede, won't you, that I saved the boy's life?"

"Yes-s," admitted the parent.

"Then listen here. Suppose your son had been accused of a serious crime and was in danger of being convicted and sentenced to life imprisonment. Suppose I was a lawyer and I took his case and got him off scot-free and charged you a cool hundred thousand dollars for my services. What would you say to that?"

"I'd consider it a fair proposition," said the capitalist.

"Then why not be reasonable? You'd pay somebody a hundred thousand to keep him out of jail, but you don't want to pay me ten thousand for keeping him out of hell!"

\* \* \*

### What Is Life to You?

To the soldier life's a battle  
To the teacher life's a school  
Life's a "good thing" for the grafter;  
It's a failure to the fool.  
To the man upon the engine  
Life's a long and heavy grade;  
It's a gamble to the gambler:  
To the merchant it's a trade.

Life's a picture to the artist,  
To the rascal life's a fraud;  
Life perhaps is but a burden  
To the man beneath the hod.  
Life is lovely to the lover,  
To the player life's a play;  
Life may be a load of trouble  
To the man upon the dray.

Life is but a long vacation  
To the man who loves his work,  
Life's an everlasting effort  
To the ones who like to shirk,  
To the earnest Christian worker  
Life's a story ever new,  
Life is what we try to make it,  
Brother, what is life to you?



## *Effingham, Illinois, Permanent Demonstration Home Contains Warm Air Heating System*

## Forced Fan System Installed by Thoele Metal Works—Will Benefit Entire Industry

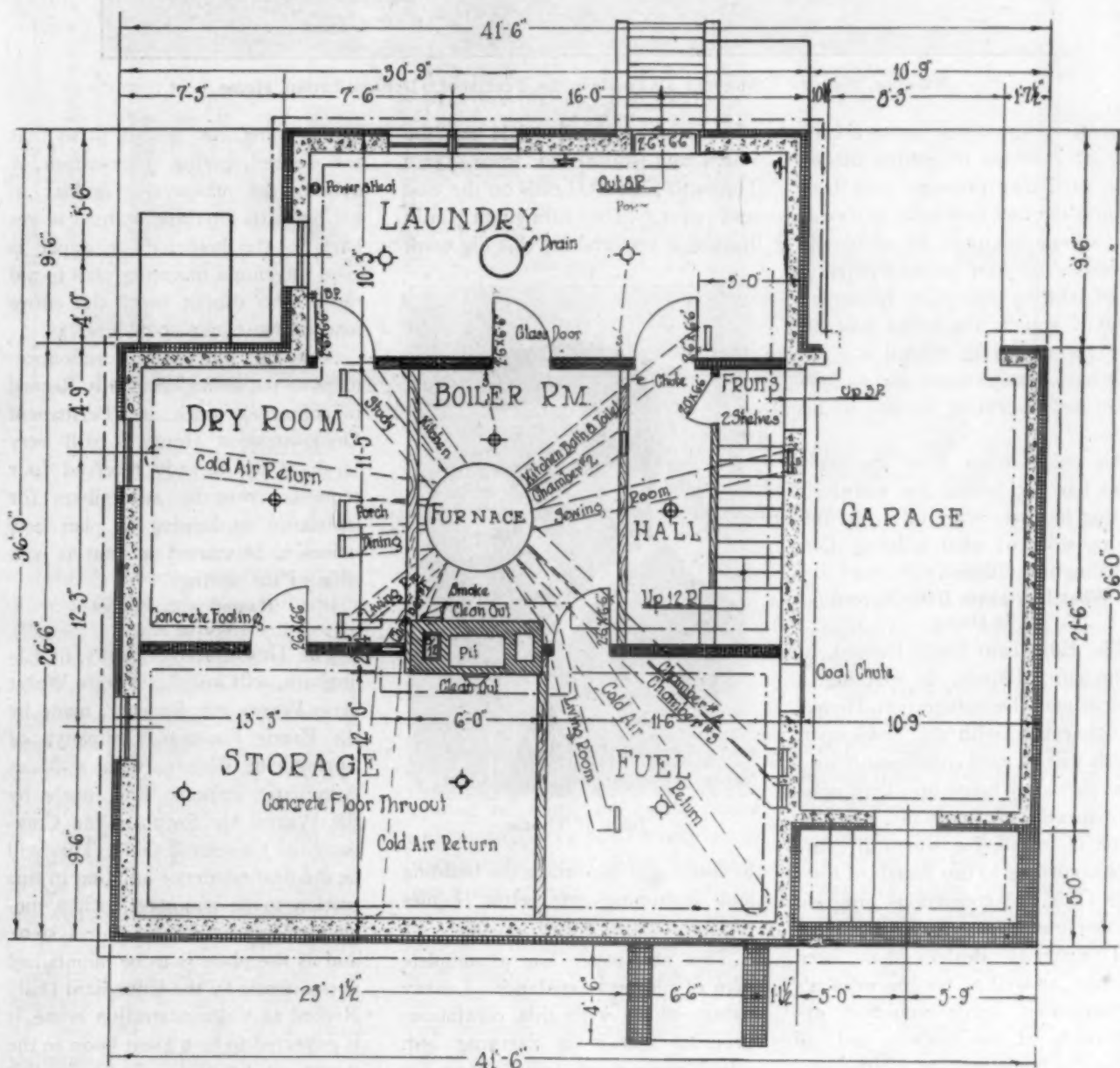
By GEORGE I. DUERR

WITH the ever-increasing popularity of the warm air heating system has also come a change in the attitude of the daily press. Editors of daily papers are an extremely broad-minded group of men. Their primary object is to

render public service. It is true that at times their reaction to certain activities in the communities which they serve are not always to the liking of all people concerned. But the reason for their seemingly over-cautiousness is readily ap-

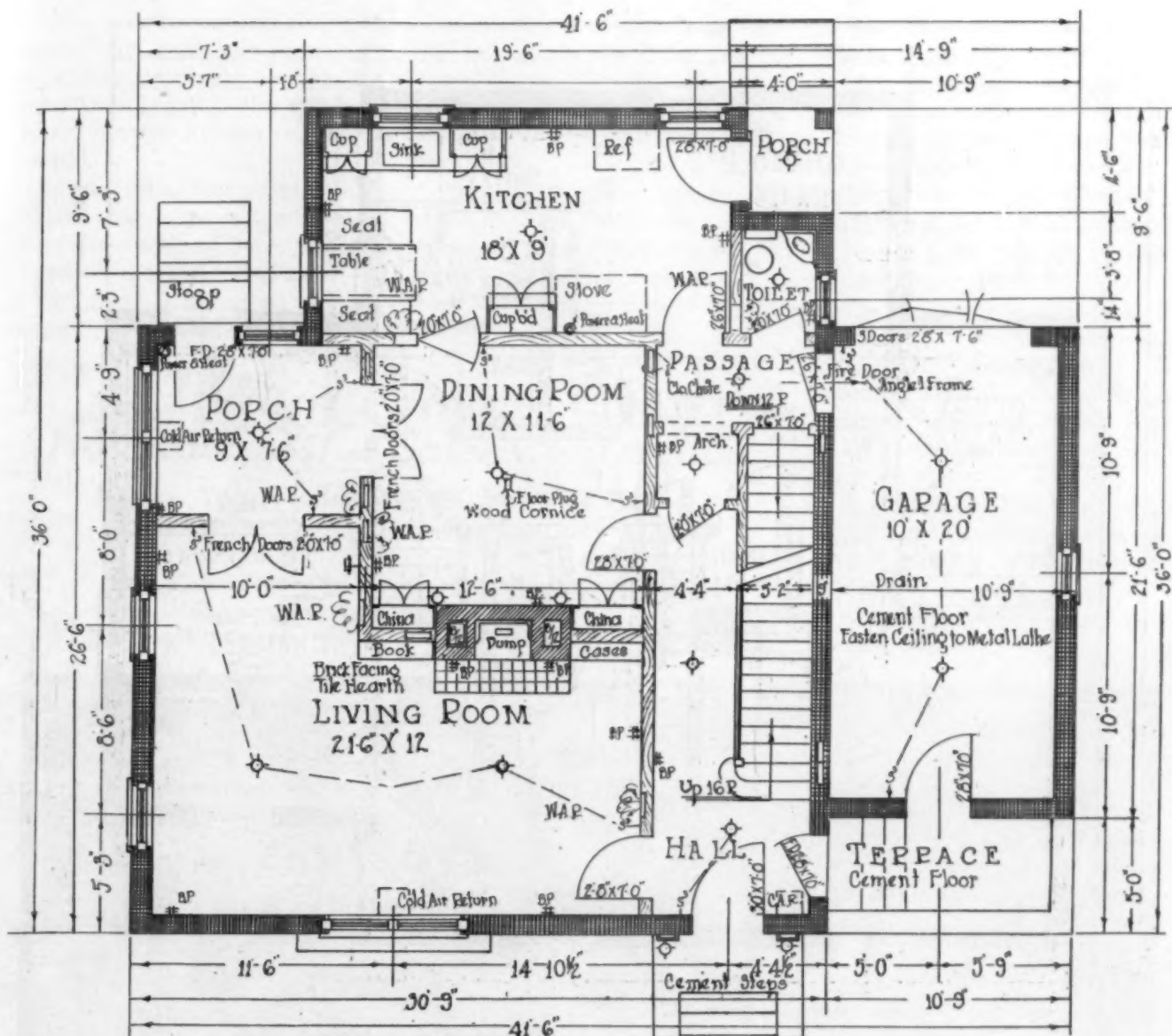
parent to anyone who studies the nature of the service being rendered by any daily paper.

Think, for instance, of the wide diversity of subjects with which he must be familiar. They are as varied as human nature is itself, con-



### Basement Plan.





First Floor Plan Showing Location of Warm Air Ducts.

John J. Thoele, proprietor of the Thoele Metal Works, Effingham, Illinois, is the man who engineered and installed the system of warm air heating with forced mechanical pressure. The same system will be used for cooling the place in the summer time.

Mr. Thoele is a post-graduate of the course in warm air heating and ventilating at the Research Residence of the College of Engineering of the University of Illinois.

The architect, W. W. Purdy, Minneapolis, Minnesota, states that the gutters of the home were made of sheet metal, with sheet metal flashings and counter flashings for the chimneys. Galvanized iron was used in the construction of clothes

chutes, ridge roll and flower box linings.

#### Warm Air Heating System Ducts Carry Music to All Parts of House

There is always something new in radio! Now comes a novel method of filling an entire house with music, using the furnace ducts to carry the sound from the cellar into every room.

Credit for this "discovery" justly belongs to John Doe, a dyed-in-the-wool radio fan who sits up until 2 and 3 o'clock 365 mornings in the year listening to everything in the air.

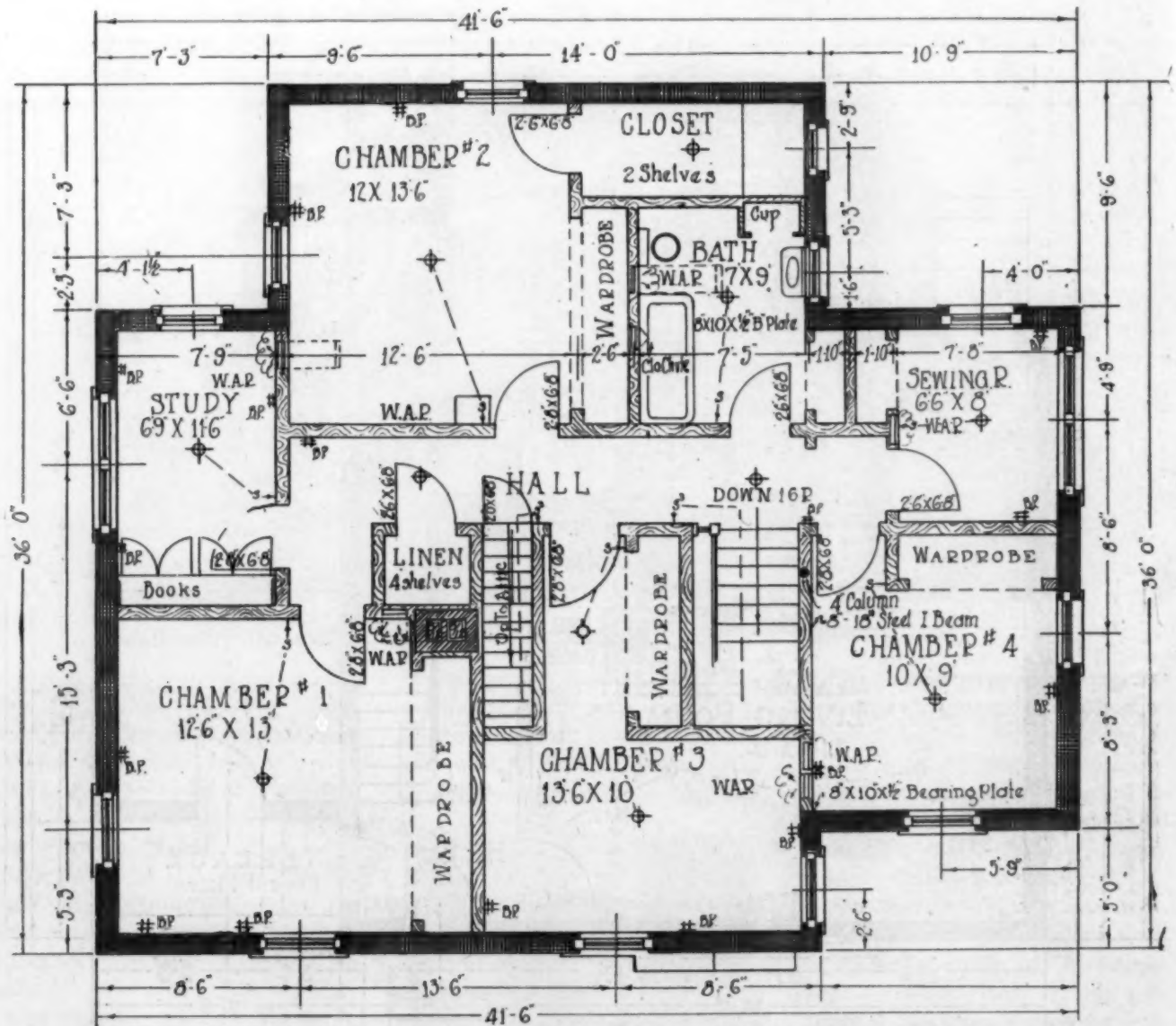
It so happened that one evening recently John was "tinkering" with

his furnace. The cold air vent was out of order, and, in repairing it a remarkable idea stepped into his brain.

"This cold air will carry sound waves," quoth John. "The music will go through the furnace pit and up the heat pipes to the registers and then into the rooms."

And so John "tried it out." He carried his set and speaker into the cellar and placed the speaker in the cold air vent. Then he tuned in and Mrs. Doe, on the first floor, and friends who reside on the second floor began hearing music, but could not learn whence it came. In every room there was music—plenty of it. But the source of this wonderful entertainment remained a mystery





Second Floor Plan of Effingham, Illinois, Permanent Demonstration Home.

until John came up from the cellar and started "snooping" about the registers to see how his plan was working.

Even John was surprised at the remarkable volume in every room. There was absolutely no directional feature. In other words, it was not necessary to stand over the register to hear the music. It seemed, so John told us, that the flames in the furnace had softened the music—burning out all unwelcome noises. This is another boost for the warm air heating system.

#### National Warm Air Heating and Ventilating Meeting to Be Held in St. Louis in April

Advance notices of the coming annual 1926 convention of the Na-

tional Warm Air Heating and Ventilating Association are being circulated by Allen W. Williams, Secretary.

The convention will be held at the Hotel Chase, St. Louis, Wednesday, April 14 and 15. Special features are being arranged for this meeting.

#### Charles E. Tharp, Ft. Wayne, Indiana, Made Chairman of Board I. W. A. & V. A.

At a meeting of the Board of Directors of the Indiana Warm Air Heating and Ventilating Association, held at the Hotel Severin, Indianapolis, Charles E. Tharp, Fort Wayne, was elected Chairman of the Board of Directors, according to Frank E. Anderson, Secretary.

It was also found that the receipts of the past year up to February 1st, 1926, not only meet the expenses of the year, but also covered the associations' share of the tri-association expense.

The association is looking for a splendid year and it is now known that several new cities are considering the adoption of the Standard Furnace Code.

#### Waterman-Waterbury Company Out with "Furnace Man's Handiest Manual"

The Waterman-Waterbury Company, makers of the Waterbury Seamless Furnace, Minneapolis, Minnesota, have issued their latest catalog F3, popularly known as the Furnace Man's Handiest Manual.

In a general way the catalog is replete with good suggestions and up-to-date information on furnace installation practice, without which every furnace installer is handicapped.

In particular the catalog illustrates and describes in detail greatly improved models of the Waterbury Seamless Furnace. It might be added that the Seamless was the original welded steel furnace.

In addition to its primary feature, the catalog also illustrates Waterbury Seamless Home Heater. Price lists and other general information are also a part of this attractive issue.

Furnace installers desiring the latest information and data on furnaces and their installation will do well to put in their requests for a copy of the catalog without further delay.

J. Mueller Furnace Company are always exceedingly interesting and instructive to salesmen attending. Papers on every possible subject of interest to salesmen were presented by men recognized as authorities.

The conference also included a trip through the Mueller plant and a Mueller Sales Banquet, at which there were no speeches.

The meeting was opened by H. P. Mueller, while Messrs. Hotton and Traill were available during the evenings to discuss individually any questions concerning heating engineering arising from any salesman's territory.

A "Question Box" in which signed questions inviting advice or discussion was also maintained throughout the meeting.

At the close of the conference the meeting was voted one of the most

## L. J. Mueller Furnace Company Hold Successful Sales Conference

*Every Subject Bearing on Furnace Business Was Discussed by Authorities*

THE L. J. Mueller Furnace Company, Milwaukee, Wisconsin, held its annual sales conference

recently at the Hotel Astor, Milwaukee.

These sales conferences of the L.



Front Row, Left to Right—S. M. Gingher, A. D. Knapp, E. B. Prange, J. H. Bazille, B. R. Leake, A. E. Luckenbill, L. Y. McAnney, S. A. Long, R. M. Moffitt, G. P. Angus, N. M. Blanchard, F. E. Hoyt, L. J. Mueller III, G. S. Marshall, H. P. Mueller, J. J. Callaghan, H. Hotton, E. G. Miller, V. P. Brehm, T. J. Taunton, W. J. O'Keefe, G. J. Meyer, S. M. Linseman. Standing on First Step—W. H. Donovan, C. W. McKnight, W. H. Zuehlke, C. McSorley, E. A. Liessman, F. Van Ells, S. B. Stemmer, J. H. Garrison, J. R. Ricketts. Back Row—W. E. Schourup, G. W. Johanson, F. R. Durson, W. A. Tell, D. N. Carlson, R. T. Moore, J. E. Larson, A. J. Finlay, W. L. Melius, D. Moerick, B. D. Oakes, N. D. McCutcheon, A. W. Beaton, E. E. Johnson, A. C. Hofmann, G. S. Otis, E. B. Lau, V. J. Martin, R. M. Rosebrough, J. E. Keasling, C. L. Hewitt, J. A. Shanahan, C. L. Davis, F. E. Farrar, A. J. Beilfuss, J. J. Traill, T. R. Brice, F. W. Schwartz, F. H. Baxter, C. F. Blount, R. J. McDonald

successful ever held and salesmen left for their respective territories much more enlightened and pepped

up for an energetic sales campaign. These sales conferences are a grand success and help a lot.

## Utica Heater Company Stages Big Exhibit at Wisconsin Convention

*Dealers from Many Cities Come in to Place Orders for New Year's Delivery*

**A**T THE recent Wisconsin Retail Hardware Dealers' convention at Milwaukee many of our friends exhibited their latest model furnaces and registers.

The accompanying illustration shows the display of the Utica Heater Company in the Milwaukee Auditorium. The four men seen in the foreground from left to right are as follows: Charles W. Johnson,

the progressive furnace dealer located at Urbana, Illinois; Albert F. Hem, Chicago manager, Utica Heater Company; J. H. Parkay, eastern Illinois representative, and J. H. Svoboda, Wisconsin representative.

Mr. Johnson, the first gentleman on the left, appears to be in the act of dictating a large order for furnaces.



Utica Heater Company Exhibit at Wisconsin Hardware Convention. Left to Right—Charles W. Johnson, Albert F. Hem, J. H. Parkay, J. H. Svoboda

### George W. Hasselbrinck Asks Some Questions on Furnace Figuring

One of our subscribers, who is extremely interested in warm air heating, is asking a few questions about the determination of the size of furnace from the grate area. Here is what he says:

TO AMERICAN ARTISAN:

I received Snow's book on furnace heating which does very well, but I am not yet fully satisfied. In his book Mr. Snow speaks of the use of hard coal and outside air for furnace heating.

In the section of the country where I reside (Rockford, Illinois) we never use outside air. Neither

do we use hard coal. Therefore, what I want to know is, can I use Mr. Snow's figures in measuring a job, insofar as the amount of coal consumed per square foot of grate surface and the number of B. t. u.'s in a pound of coal?

What I want is to be able to enter a house, measure the grate surface of the furnace—regardless of make—and from the result obtained be able to decide whether or not the furnace is large enough for the requirements of the home in which it is installed.

I know how to figure the size of pipes needed after the glass exposure of a room has been calculated, but the method of figuring of

the size furnace required is not clear in my mind.

I should also like to know the actual meaning of a British thermal unit. Is it a heat unit?

### Hart & Cooley Out with Interesting Booklet on "Heating Your Home"

The Hart & Cooley Company, makers of wrought steel warm air registers at New Britain, Connecticut, have just issued an interesting booklet entitled "Heating Your Home."

Into this little booklet are placed 16 comprehensive, logical and untechnical reasons why the warm air heating system is the best and most healthful heating system for the average home.

Beautiful illustrations supplementing the reading matter are also included, making the booklet a very desirable and useful acquisition for any warm air furnace installer.

### Where Is Vitrified Metallic Roofing Company Located?

TO AMERICAN ARTISAN:

Please let me know where the Vitrified Roofing Company is located.

Respectfully yours,  
CHARLES E. DEWALD.

### J. M. & L. A. Osborn Company, Cleveland, Buys Nenno Metal Company, Buffalo

The steel and iron business operating under the Nenno Metals Company, Buffalo, New York, including the plant, good will, warehouse stock, etc., has been sold to The J. M. & L. A. Osborn Company, Cleveland, transfer became effective on February 15, according to a statement by the Osborn company.

Mr. Clayton A. Nenno, proprietor, is retaining that part of the business which includes non-ferrous material such as brass and copper forgings in rods, tubes and sheets, also nickel silver, aluminum and monel metal.

The Buffalo office and warehouse of the J. M. & L. A. Osborn Company is located at 64-86 Rapin street.



# Featuring White Enameled Ware for Profitable February Sales

*Showing How White Sales Bring Greenbacks to the Retail Dealers' Cash Register*

THE white season of the year is with us again and white sales are on in the stores. Mother Nature has always furnished an appropriate setting for white sales and now they have become an annual event in progressive stores. Department stores, particularly, have capitalized on the idea to maintain sales in the "in-between" season.

If department stores have found white sales so profitable why shouldn't the housewares departments and the hardware stores also try them? What better time to cash in on the white sale spirit?

Many hardware dealers regard the period between Christmas and the Spring as time in which to go carefully over their stocks, take inventories and leisurely get ready

for future business—in short, they regard it as a breathing spell. These things must, of course, be done but a live store does not slacken activity for the operation. Sales-getting campaigns are kept going and every week brings a new idea and new profits. The white sale is a sales-getting idea.

To be successful, a white sale should be planned carefully and well in advance. Appropriate housewares can be chosen from stock and, of course, for a sale of this kind an article must be white in color to be appropriate. Any attempt to feature colored articles in the sale would be a mistake for it would weaken the main selling idea. Such a sale would naturally include all white painted woodenware like bathroom and nursery furniture,

white painted tinware used in pantries and kitchens, paper goods, white enameled articles such as bathroom fixtures, tops for tables, refrigerators and stoves, and, of course, all plain white chinaware.

Once the plan of a white sale is under way it will be found that there are a very large number of articles which can be offered and one of the best possible lines to feature will be enameled ware. The various utensils are always "in season" in a kitchen, always desirable and worth while purchases and the buying of them does not entail any large expenditure. Enameled ware makes an excellent line to feature in combinations at special prices because there are so many different articles with a wide range of prices.

Articles in white have a special



Enamelware Window Display.

appeal to housewives who are always "chasing dirt." White is a symbol of cleanliness and nothing enhances the appearance of a kitchen as well as spotless utensils. Enameled ware not only gives a clean appearance to gladden the housewife's eye, but it is clean. Wherever cleanliness is paramount its sanitary qualities are recognized. And enameled ware lends itself to being kept clean and sanitary with a minimum of effort because of its impervious porcelain-like surface.

Mothers recognize the need for sanitary ware in the preparation of infants' food and enameled ware has a particularly strong appeal to them. Almost all the articles used in the daily care of a baby are white and for that reason perhaps more than usual attention can be focused on appropriate enameled ware utensils. A table can be featured with a line of white articles for the care of an infant and these can be arranged in combinations at special prices and given appropriate names such as "Baby's Own Set."

Display advertising and circular matter might well give some space to tell about this special feature of the white sale. And a circular letter can be sent to the homes of prospects and customers where there are young children. Most up-to-date dealers today have classified mailing lists which make such circularizing very profitable.

But, of course, no white sale would be complete without an appropriate window display. By means of a properly decorated window you can tell your story to passing housewives and get their attention and interest quickly. Then when they enter your store a sale is already well on the way. In planning a white sale window keep the "white" idea always in mind. Center the display around something white and then use color contrast to make the various white articles stand out prominently.

The accompanying illustration shows an effective window arrangement for a white sale. Here snow is chosen to emphasize the "white" idea. The snow man in the center

can be made of cotton padding or with cotton waste or excelsior covered with cotton padding. Solidity will be given to the figure if the cotton waste or excelsior stuffing is bound firmly to an upright stick. The smaller snow men are made in the same manner with enameled ware utensils for arms, legs and hats. These comical little figures, with bead or button faces, are easily made and they add a unique touch to the display.

The snow effect is carried out further by covering the floor with cotton padding or with white crepe paper sprinkled with powdered mica. And, of course, the white enameled ware is appropriately placed on the "snow." White crepe paper streamers hung from the top of the window give the effect of icicles.

The great amount of white in the display makes it necessary to use color somewhere for contrast, hence a dark blue crepe paper (Dennison's No. 52) covers the back and side walls, making an excellent background for the utensils.

#### **Wants Repairs for for "Good Morning" Hand Washing Machine**

TO AMERICAN ARTISAN:

Where can I get repairs for the "Good Morning" hand washing machine? It used to be made at Clinton, Iowa, by some furniture company, and it looks as though it has "Flint, Michigan" on the machine.

I would like to hear from you if you can give me this information.

Very truly yours,

ROBERT BOLLEN.

#### **Caloric Gas Stove Works Plant Destroyed by Fire Early in February**

The plant of the Caloric Gas Stove Works, Tipton, Pennsylvania, was destroyed by fire early this month. The estimated loss is placed at \$150,000. At the Philadelphia office of the company, located at 60 North Second Street, it was learned that arrangements have been made to rebuild the plant immediately. It is also expected that

the work will be completed about April 1.

#### **James H. Tregoe Asks Greater Attention to Financial Statements from Debtors.**

As a result of the proved effectiveness of the million dollar credit protection fund, J. H. Tregoe, Executive manager of the National Association of Credit Men urges that greater attention should be accorded the practice of demanding financial statements from debtors.

"Before we inaugurated the million dollar Credit Protection Fund," Mr. Tregoe said, "we predicted that its very creation would deter debtors from committing crimes particularly through false financial statements. It has been too easy in the past for crooks to make a clean-up through credit frauds.

"Obtaining generous shipments or loans on false financial statements has been one of the methods most frequently resorted to for defrauding creditors. Proving the falsity of these statements and going through the annoyance of uncovering a criminal fraud has too often deterred creditors from protecting themselves. They have instead accepted the loss with a scowl. Now credit executives have an effective weapon. Our Credit Protection Fund stands in defense of receivables and is employed in a relentless job of running down those who commit commercial crimes. Already instances are reported where debtors, rather than take the risk of a jail sentence, endeavored to adjust their affairs with creditors and got through with whole skins.

"I calculate that, in the large cities, where commercial crime has abounded, there has occurred a saving of several million dollars through fraudulent failures that have been balked. Therefore, our association urges all business men to scrutinize with utmost care the financial statements they receive. See that they are properly prepared and do not show on their faces a mere approximation or guess. Instead of feeling discouraged by the frequent worthlessness of financial state-



## Clean and Sound

**W**HEN you order a shipment of elbows, you want them to arrive cleanly galvanized and perfectly shaped.

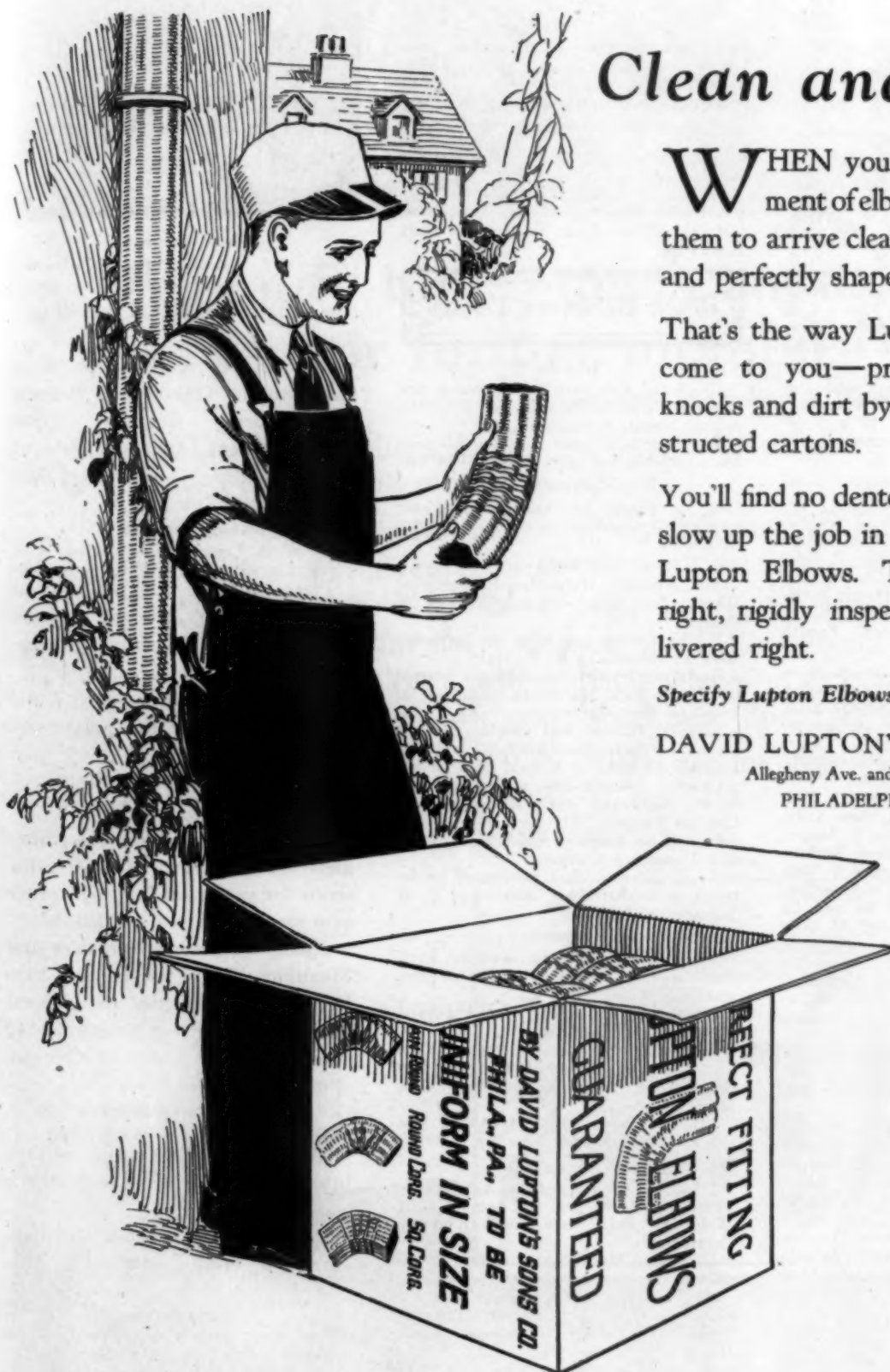
That's the way Lupton Elbows come to you—protected from knocks and dirt by specially constructed cartons.

You'll find no dented "misfits" to slow up the job in your order of Lupton Elbows. They're made right, rigidly inspected, and delivered right.

*Specify Lupton Elbows to Your Jobber*

**DAVID LUPTON'S SONS CO.**

Allegheny Ave. and Tulip St.  
PHILADELPHIA



# LUPTON

## ELBOWS THAT FIT

*When writing mention AMERICAN ARTISAN—Thank you!*



ments in the past, business men should feel a new impulse to make the use of financial statement more general than now obtains."



The Michigan Sheet Metal and Roofing Contractors' Association, Post Tavern Headquarters, Battle Creek, March 1, 2, 3 and 4, 1925. Frank E. Ederle, Secretary, 1121 Franklin Street, S. E., Grand Rapids.

California Retail Hardware and Implement Association, Hotel Whitcomb, San Francisco, March 16, 17 and 18, 1926. Le Roy Smith, Secretary, 112 Market Street, San Francisco.

Iowa Sheet Metal Contractors' Convention and Short Course, Iowa State College, Ames, Iowa, March 22, 23 and 24, 1926. Wm. H. Thomson, Secretary, Box 513, Mason City.

New Jersey Sheet Metal Contractors' Association, Robert Treat Hotel, Newark, March 23 and 24, 1926. W. G. Shrack, Secretary, 118 North Fourth Street, Camden.

Missouri Sheet Metal Contractors' Association, Springfield, Missouri, April 5 and 6, 1926. B. Kolbenschlager, Secretary, 3618 North Grand Boulevard, St. Louis; H. R. Naber, Chairman of Convention Committee, 311 Boonville Avenue, Springfield.

New York State Sheet Metal Contractors Association, Elmira, New York, April 14 and 15, 1926. John J. Yager, Secretary, 817 Sycamore Street, Buffalo.

National Warm Air Heating & Ventilating Association, Annual Convention, St. Louis, Missouri, April 14 and 15. Allen W. Williams, Secretary, 52 West Gay Street, Columbus, Ohio.

Pennsylvania Sheet Metal Contractors' Association, Hotel Lycoming, Williamsport, April 14, 15 and 16, 1926. W. F. Angermyer, Secretary, 7253-55 Franks-town Avenue, Pittsburgh.

Texas Sheet Metal Contractors' Association, Dallas, April 22 and 23, 1926. H. Stanyer, Secretary-Treasurer, 2422 Alamo Street, Dallas.

Southern Hardware Jobbers Association, Atlanta-Biltmore Hotel, Atlanta, Georgia, May 4, 5, 6 and 7, 1925. John Donnan, Secretary-Treasurer, 821 American National Bank Building, Richmond, Virginia.

Southern Hardware Jobbers' Association, Atlanta Biltmore Hotel, Atlanta, Georgia, May 4, 5, 6, 7, 1926. John Donnan, Secretary - Treasurer, Richmond, Virginia.

American Hardware Manufacturers' Association, Atlanta Biltmore Hotel, Atlanta, Georgia, May 4, 5, 6 and 7, 1926. Frederick D. Mitchell, Secretary-Treasurer, 1819 Broadway, New York City.

Southeastern Retail Hardware and Implement Association, (composed of Alabama, Florida, Georgia and Tennessee) Convention and Exhibition, Atlanta, Georgia, May 10, 11 and 12, 1926. Walter Harlan, Secretary, 701 Grand Theatre Building, Atlanta.

Arkansas Retail Hardware Association, Little Rock, Arkansas, May, 1926. L. P. Biggs, Secretary, 815 Southern Trust Building, Little Rock.

National Association of Sheet Metal Contractors, Louisville, Kentucky, May 24 to 28, 1926. Edwin L. Seabrook, Secretary, 608 East Chestnut Street, Philadelphia, Pennsylvania.

Carolinas Hardware Association, Raleigh, North Carolina, June 8 to 10, 1926. A. R. Craig, Secretary, 717-18 Commercial Bank Building, Charlotte, North Carolina.

Mississippi Retail Hardware and Implement Association, Biloxi, June 21, 22 and 23, 1926. Guy Nason, Secretary Starkville.

## Retail Hardware Doings

### Illinois

Black and Company has opened a new hardware and paint store at 314 East Adams Street, Springfield.

The hardware store of John Martensen at Anchor has been destroyed by fire.

### Iowa

G. W. Ensley has sold his hardware business at Chariton to his son, Charles B. Ensley.

### Kansas

The Allsman Hardware Company at Horton has been sold to Thomas A. Dealy.

D. W. Gower has sold his hardware store at Russell to S. P. Quint.

Lawrence Fowler has sold his interest in the Rodrick Hardware Company at Lucas to Bert Harris.

Edward Hannah has sold his interest in the hardware business of Glass and Hannah at Alma to Roland Hayes.

Charles Johnson has sold an interest in his hardware store at Calumet to Charles Knopus. The new name of the firm will be Johnson and Knopus Paint and Hardware Company.

A. E. Rosenow has purchased an interest in the hardware business of C. M. Johnson at Oakley.

### Minnesota

T. E. Boekennoogen has sold his hardware business at Aitkin to Ellis Seavey and John Clad.

Charles P. Curtis has opened a hardware store at Baudette.

Giese and Noonam Hardware Company of East Grand Forks has been succeeded by the Giese Hardware Company.

Peoples Hardware Company of Eveleth has been destroyed by fire.

### Missouri

Davis Chappell Hardware Company of Monett has changed its name to Ely McIntosh Hardware and Implement Company.

Carrollton Hardware Company at Carrollton are closing out their business.

At Cassville, Claud Hessee has sold his interest in the Cassville Hardware Company to Fred Meador and Dave Roller.

W. R. Renson, hardware and implements, has sold his business at Clarence to Carl Roy and Noble Wilson.

Wright and Son have opened a hardware and implement business at Holden.

### Montana

George F. Cartee will open a hardware business at 915 Front Street, Butte.

Montana Hardware and Lumber Company, Moore, has been sold to Moore Hardware and Implement Company.

Harry Magruder will open a hardware store at Nashua.

### Nebraska

Marquardt Woolheather Hardware Company have opened for business at Fremont.



### Iron Drums.

From O. F. Ryan, Charleston, Illinois.

Please tell me who makes sheet iron drums in 5, 10, 20 and 40 gallon sizes.

Ans.—A. C. Kraft, 159 West Lake street; Wilson and Bennett Manufacturing Company, 6540 South Menard Avenue; both of Chicago, Illinois; Toledo Steel Barrel Company, Toledo, Ohio.

### Sifting Machinery.

From W. A. Lemon, 2124 Harrison Avenue, Cincinnati, Ohio.

Please inform me who makes sifting machinery for sifting large quantities of both wet and dry material.

Ans.—Patterson Foundry and Machine Company, East Liverpool, Ohio.

### Stamped Metal Corners.

From L. V. Strayer Manufacturing Company, Cresco, Iowa.

Will you please tell me who makes metal corners with a small hole for screw for use in holding each corner of a name plate to a wooden door.

Ans. — Reliance Hardware and Manufacturing Company, 3036 West Chicago Avenue, and General Etching Company of America, 1512 Montana Street; both of Chicago, Illinois.

### Wire Scratch Brushes.

From C. L. Epps, Van Wert, Ohio.

Where can I buy wire scratch brushes for cleaning automobile radiators?

Ans.—F. L. Curfman Manufacturing Company, Maryville, Missouri.

### Cork Screws.

From Emil Knain, Northwood, North Dakota.

I should like to know who makes old style plain wire cork screws having 3/4 inch to 1 inch diameter of ring for finger and about 1 1/2 and 2 inches long—total length.

Ans. — Arcade Manufacturing Company, Freeport, Illinois, and C. T. Williamson Wire Novelty Company, Newark, New Jersey.



## "A handy tool—much superior to our former methods"

National Enameling & Stamping Co., Milwaukee

Straight lines, curved lines, angles, complicated notches—all are easy to the Unishear.

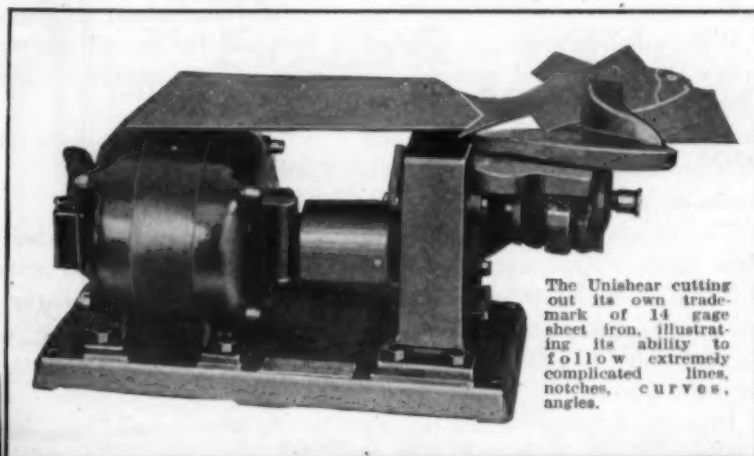
Portable and compact, Unishear cuts any flat stock quicker, better, cheaper—without burr, without distortion of material. Follows any

line exactly, stops accurately at any point.

Needs but one operator even on largest work, straight or irregular.

Operates from lamp socket or power circuit (G.E. motor, any voltage or cycle available). Capacity 14 U.S. Gage sheet iron. Speed, 15 ft. per minute.

Users are finding this a handy machine. Ask us to demonstrate it on your work.



The Unishear cutting out its own trademark of 14 gage sheet iron, illustrating its ability to follow extremely complicated lines, notches, curves, angles.

**The Unishear Company, Inc., 170 Fifth Ave., New York, N. Y.**



# Price Policies in Iron and Steel Are Being Weighed—Large Producers Show Firmer Attitude

## Pig Iron Market Quiet—Strength Is Being Shown in Tin and Zinc

With the approach of the second quarter, price policies in iron and steel are receiving greater attention and the attitudes of producers on this score have figured more prominently in the week's market news.

A disposition on the part of the higher producers to hold the situation firmly and in fact to reaffirm price schedules from which there has been considerable deviation recently is becoming plainer.

In sheets, the larger mills have re-established prices for second quarter on the same basis as for first quarter with the exception of recognizing the \$2 per ton reduction in automobile sheets.

Strip steel likewise has been reaffirmed for second quarter. The more influential interests seems to be stiffening in plates, shapes and bars.

With announcements of forward prices in process and probabilities of advances generally discounted, buyers see no cause to change their close methods of covering their needs.

The situation remains largely in their hands. Pittsburgh appears to feel that some improvement has set in, since specifications are ahead of January but Chicago reports a lack of definite trend.

Broadly, tonnage shows no important change; neither do mill or steel works operations.

### Pig Iron

Practically no change has occurred in the Pittsburgh pig iron market for the past three or four weeks. Foundry, malleable and bessemer buyers still are taking piecemeal lots and prices are unchanged.

No basic inquiries or sales are noted.

Deliveries were started last Octo-

ber against 10,000 tons of basic sold by a scrap interest, which was reported as a recent transaction by another paper.

The market possesses several elements of strength; first, the possibility of a price advance; second, most in middle hands has been cleaned up; and third, furnace yard stocks are shrinking, since shipments exceed output in some cases by 50 per cent.

At Chicago the market for northern pig iron continues quiet, but sellers are more anxious over second quarter tonnage and melters are nearer the time when they must decide on their second quarter buying policy. Melter's distrust of \$23, Chicago furnace, for No. 2 foundry and malleable is growing and efforts have been made to break the market.

At Birmingham tonnages of pit iron sold for second quarter are increasing and quotations are firm at \$22 base.

Iron for spot or early delivery is selling at \$23.

### Copper

After the market reached 14.37½ cents delivered (14.50 cents Middle West) recently, the market became unusually quiet with the result that in a few days some metal became available at 14.25 cents.

A few small lots have been offered in the outside market on refinery basis down close to 14.00 cents, but this metal is unimportant.

### Lead

The principal factors in the middle west have lowered their price for March from 9.00 cents St. Louis basis to 8.80 cents, but have no February shipment to offer.

The market for prompt shipment is quotable at 8.90 cents but there seems little urgent need for early shipment and it is presumable from

the lowering of the March price that supplies for that month are likely to be at least comfortable.

### Zinc

The market on zinc turned abruptly around a few days ago as dealers came in when March sold down to 7.40 cents, East St. Louis.

The result was that the market appeared to have recovered to 7.75 cents by Saturday although actual sales to users were not known to have been closed at such a figure at that time.

### Tin

The advance in London has not made much impression on the price of spot Straits in this market, which is offered today at 64.50 cents as against 64.25 cents at the close of last week but prices of the near future positions have shown a greater advance.

For instance, March has gone from 63.62½ cents up to 64.25 cents. April from 63.12½ cents up to 63.75 cents. May from 62.75 cents to 63.25 cents, and June from 62.50 cents to 63.00 cents.

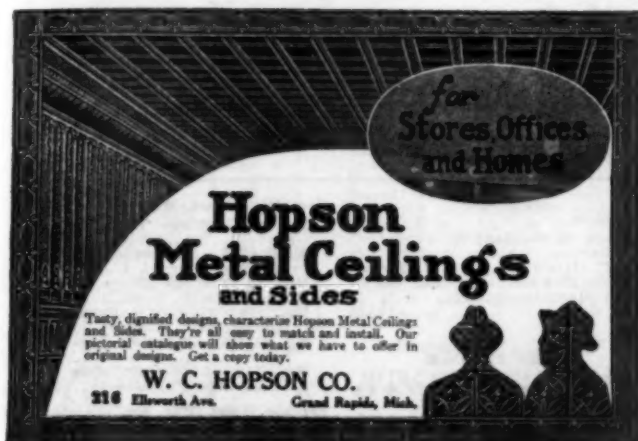
### Old Metals

Wholesale quotations in the Chicago district, which should be considered as nominal, are as follows: Old steel axles, \$17.00 to \$17.50; old iron axles, \$25.50 to \$26.00; steel springs, \$18.50 to \$19.00; No. 1 wrought iron, \$13.75 to \$14.25; No. 1 cast, \$16.00 to \$16.50, all per net tons. Prices for non-ferrous metals are quoted as follows, per pound: Light copper, 9 cents; zinc, 5 cents, and cast aluminum, 19 cents.

### Solder

Chicago warehouse prices on solder are as follows: Warranted 50-50, \$41.00; commercial 45-55, \$38.50, and plumbers', \$36.00, all per 100 pounds.






for  
Stores, Offices  
and Homes

## Hopson Metal Ceilings and Sides

Tasty, dignified designs, characteristic Hopson Metal Ceilings and Sides. They're all easy to match and install. Our pictorial catalogue will show what we have to offer in original designs. Get a copy today.

**W. C. HOPSON CO.**  
216 Ellsworth Ave. Grand Rapids, Mich.

## CONDUCTOR HOOKS




**E**FFICIENT and reliable for plain or corrugated pipe. Ask for sample and No. 27 Catalogue listing hooks and hangers illustrated.

**L. D. BERGER CO.**  
59 N. 2nd St.  
PHILADELPHIA, PA.

## H O O K S

ALL KINDS—ALL SIZES  
FOR BRICK OR WOOD



BERGER HOOKS are widely used throughout the trade. They are made of the best malleable iron and are high grade in every respect. Try some on your next job. We can also furnish **SOLID BRASS HOOKS.**

Write for catalog showing complete line

**BERGER BROS. CO.**  
229 to 237 Arch Street, PHILADELPHIA, PA.  
Warerooms and Factory: 100 to 114 Broad Street



**W**E make both kinds of galvanized shingles — hand dipped being stamped from prime tin plate and immersed one at a time in molten zinc and the other kind which are stamped from sheets already galvanized.

We also make painted shingles—either red or green.

**CORTRIGHT METAL ROOFING CO.**  
50 N. 23rd Street, Philadelphia  
528 S. Clark Street, Chicago

## CORTRIGHT METAL SHINGLES



The mark of superior quality on Galvanized Steel Sheets

## INLAND "TEC" Master Brand Sheets

Inland "TEC" Master Brand sheets are now available. The Master Brand mark signifies that the sheets bearing it have been manufactured under the exacting specification of the Trade Extension Committee and are subject to constant inspection and test. Inland Master Brand sheets carry a double assurance of uniform quality; each sheet also carries the Inland brand mark.

**INLAND STEEL COMPANY**  
Gen'l Offices: 38 South Dearborn Street, Chicago  
Mills: Harbor, Ind., Chicago Heights, Ill., Milwaukee, Wis.  
Branch Offices and Representatives  
St. Paul Seattle St. Louis San Francisco Salt Lake City  
Milwaukee Kansas City New Orleans Los Angeles

Labor + Material = Money  
Save them all by  
using Power-Saving Tools.

From a hammer to the  
largest brake or shear—  
if it's used by the  
Sheet Metal Worker or  
Furnaceman — we can  
supply it.

There's many a short-cut  
to added profit in new and  
up-to-date tools — and —  
right now is the best time  
to buy them from —

**The J.M. & L.A. Osborn Co.**  
**CLEVELAND**

"Everything used in Sheet Metal Work"

# Chicago Warehouse Metal and Furnace Supply Prices

AMERICAN ARTISAN AND HARDWARE RECORD is the only publication containing Western Hardware and Metal prices corrected weekly.

## METALS

### PIG IRON

|                                  |         |
|----------------------------------|---------|
| Chicago Foundry .....            | \$23 00 |
| Southern Fdy., No. 2 27 01 23 01 |         |
| Lake Superior Charcoal.....      | 29 04   |
| Malleable .....                  | 23 00   |

### FIRST QUALITY BRIGHT TIN PLATES

|                          |         |
|--------------------------|---------|
| IC 20x28 112 sheets..... | \$27 00 |
| IX 20x28.....            | 29 90   |
| IXX 20x28 56 sheets..... | 16 20   |
| IXXX 20x28.....          | 17 20   |
| IXXXX 20x28.....         | 18 40   |

### TERNE PLATES

|                             | Per Box |
|-----------------------------|---------|
| IC 20x28, 40-lb. 112 sheets | \$25 10 |
| IX 20x28, 40-lb. " "        | 28 00   |
| IC 20x28, 30-lb. " "        | 21 30   |
| IX 20x28, 30-lb. " "        | 24 20   |
| IC 20x28, 25-lb. " "        | 20 30   |
| IX 20x28, 25-lb. " "        | 23 20   |
| IC 20x28, 20-lb. " "        | 17 80   |
| IX 20x28, 20-lb. " "        | 20 65   |
| IC 20x28, 15-lb. " "        | 16 55   |
| IX 20x28, 15-lb. " "        | 19 25   |
| IC 20x28, 8-lb. " "         | 13 55   |

### "ARMCO" INGOT IRON PLATES

|                               |      |
|-------------------------------|------|
| No. 8 ga. up to and including |      |
| 1/4 in.-100 lbs.....          | 4 55 |

### COKE PLATES

|                                   |         |
|-----------------------------------|---------|
| Cokes, 80 lbs., base, 20x28.....  | \$12 70 |
| Cokes, 90 lbs., base, 20x28.....  | 12 95   |
| Cokes, 100 lbs., base, 20x28..... | 13 25   |
| Cokes, 107 lbs., base, 1c         |         |
| 20x28.....                        | 13 60   |
| Cokes, 135 lbs., base, IX         |         |
| 20x28.....                        | 15 40   |
| Cokes, 155 lbs., base, 56         |         |
| sheets.....                       | 8 80    |
| Cokes, 175 lbs., base, 56         |         |
| sheets.....                       | 9 70    |
| Cokes, 195 lbs., base, 56         |         |
| sheets.....                       | 10 65   |

### BLUE ANNEALED SHEETS

|                                |        |
|--------------------------------|--------|
| Base 10 ga.....per 100 lbs.    | \$2 80 |
| "Armco" 10 ga.....per 100 lbs. | 4 00   |

### ONE PASS COLD ROLLED BLACK

|                            |        |
|----------------------------|--------|
| No. 18-20.....per 100 lbs. | \$3 80 |
| No. 22-24.....per 100 lbs. | 3 85   |
| No. 26.....per 100 lbs.    | 3 90   |
| No. 27.....per 100 lbs.    | 3 95   |
| No. 28.....per 100 lbs.    | 4 10   |
| No. 29.....per 100 lbs.    | 4 10   |

### GALVANIZED

|                             |        |
|-----------------------------|--------|
| "Armco" 28.....per 100 lbs. | \$6 70 |
| No. 18.....per 100 lbs.     | 4 50   |
| No. 18-20.....per 100 lbs.  | 4 65   |
| No. 22-24.....per 100 lbs.  | 4 80   |
| No. 26.....per 100 lbs.     | 4 95   |
| No. 27.....per 100 lbs.     | 5 10   |
| No. 28.....per 100 lbs.     | 5 25   |
| No. 29.....per 100 lbs.     | 5 75   |

### BAR SOLDER

|                           |       |
|---------------------------|-------|
| Warranted                 |       |
| 50-50.....per 100 lbs.    | 41 00 |
| Commercial                |       |
| 45-55.....per 100 lbs.    | 38 50 |
| Plumbers.....per 100 lbs. | 36 00 |

### ZINC

|               |      |
|---------------|------|
| In Slabs..... | 8 75 |
|---------------|------|

### SHEET ZINC

|                           |       |
|---------------------------|-------|
| Cask Lots (600 lbs.)..... | 14 00 |
| Sheet Lots.....           | 15 00 |

### BRASS

|                           |          |
|---------------------------|----------|
| Sheets, Chicago base..... | 19 1/2 c |
| Mill base.....            | 19 1/2 c |
| Tubing, brazed base.....  | 27 1/2 c |
| Wire, base.....           | 19 1/2 c |
| Rods, base.....           | 17 1/2 c |

### COPPER

|                              |          |
|------------------------------|----------|
| Sheets, Chicago base.....    | 22 1/2 c |
| Mill base.....               | 22 1/2 c |
| Tubing, seamless base.....   | 25 1/2 c |
| Wire No. 9 & 10, B. & S. Ga. |          |
| Wire No. 11, B. & S. Ga..... | 20 1/2 c |

## HARDWARE, SHEET METAL SUPPLIES, WARM AIR FURNACE FITTINGS AND ACCESSORIES.

### LEAD

|                   |         |
|-------------------|---------|
| American Pig..... | \$10 80 |
| Bar.....          | 11 80   |

### Sheet

|                             |       |
|-----------------------------|-------|
| Full Colls.....per 100 lbs. | 14 00 |
| Cut Colls.....per 100 lbs.  | 14 25 |

### TIN

|                          |       |
|--------------------------|-------|
| Pig Tin.....per 100 lbs. | 70 50 |
| Bar Tin.....per 100 lbs. | 71 50 |

### ASBESTOS

|                             |                 |
|-----------------------------|-----------------|
| Paper up to 1/16.....       | 60 per lb.      |
| Roll board.....             | 6 1/2 c per lb. |
| Mill board 3/32 to 1/2..... | 60 per lb.      |
| Corrugated Paper (250       |                 |
| sp. ft. to roll).....       | \$6.00 per roll |

### BRUSHES

Hot Air Pipe Cleaning

Bristle, with handle, each \$0 85

Fine Cleaning

Steel Only, each.....1 25

### BURRS

Coppers Burrs only.....45 c

### CEMENT, FURNACE

|                                 |       |
|---------------------------------|-------|
| American Seal, 5-lb. cans, net  | \$ 45 |
| American Seal, 50-lb. cans, net | 90    |
| American Seal, 35-lb. cans, net | 2 00  |
| Asbestos, 5-lb. cans, net.....  | 45    |
| Pecora.....per 100 lbs.         | 7 51  |

### CHIMNEY TOPS

|                                |            |
|--------------------------------|------------|
| Iwan's Complete Rev. &         |            |
| Vent.....                      | 30 c       |
| Iwan's Iron Mountain only..... | 35 c       |
| Standard.....                  | 30 to 40 c |

### CLINKER TONGS

|                       |       |
|-----------------------|-------|
| Front Rank, each..... | \$ 75 |
| Per doz.....          | 8 40  |

### CLIPS

|                         |        |
|-------------------------|--------|
| Damper                  |        |
| Acma, with tail pieces, |        |
| per doz.....            | \$1 25 |
| Non Rivet tail pieces,  |        |
| per doz.....            | 35     |

### COPPERS—Soldering

|                               |      |
|-------------------------------|------|
| Pointed Roofing               |      |
| 3 lb. and heavier.....per lb. | 40 c |
| 2 1/2 lb. ....per lb.         | 45 c |
| 2 lb. ....per lb.             | 48 c |
| 1 1/2 lb. ....per lb.         | 55 c |
| 1 lb. ....per lb.             | 60 c |

### CORNICE BRAKES

|                       |     |
|-----------------------|-----|
| Chicago Steel Bending |     |
| Nos. 1 to 6B.....     | Not |

### COUPLING ROSE

|                    |        |
|--------------------|--------|
| Brass.....per doz. | \$2 20 |
|--------------------|--------|

### OUT-OFFS

|                                 |      |
|---------------------------------|------|
| Kuehn's Korrekt Kutoffs:        |      |
| Galv., plain, round or cor. rd. |      |
| standard gauge.....             | 40 c |
| 36 gauge.....                   | 30 c |

### DAMPERS

|                             |        |
|-----------------------------|--------|
| "Yankee" Hot Air            |        |
| 7 inch, each 20c, doz.....  | \$1 75 |
| 8 inch, each 25c, doz.....  | 2 40   |
| 9 inch, each 30c, doz.....  | 3 75   |
| 10 inch, each 32c, doz..... | 3 80   |

### Smoke Pipe

|                    |       |
|--------------------|-------|
| 7 inch, each.....  | \$ 35 |
| 8 inch, each.....  | 40    |
| 9 inch, each.....  | 50    |
| 10 inch, each..... | 60    |
| 12 inch, each..... | 90    |

### Reversible Check

|                   |        |
|-------------------|--------|
| 1 inch, each..... | \$1 50 |
| 9 inch, each..... | 1 70   |

### DIGGERS

|                           |         |
|---------------------------|---------|
| Post Hole                 |         |
| Iwan's Split Handle       |         |
| (Eureka)                  |         |
| 4-ft. Handle.....per doz. | \$14 00 |
| 7-ft. Handle.....per doz. | 36 00   |
| Iwan's Hercules pattern,  |         |
| per doz.....              | 14 90   |

### EAVES TROUGH

|                              |          |
|------------------------------|----------|
| Galv. Crimpedge, crated..... | 75 & 5 c |
|------------------------------|----------|

### ELBOWS

|                             |      |
|-----------------------------|------|
| Conductor Pipe Milcor,      |      |
| Galv., plain or corrugated, |      |
| round flat Crimp.           |      |
| Std. Gauge.....             | 55 c |
| 28 Gauge.....               | 55 c |
| 26 Gauge.....               | 40 c |
| 34 Gauge.....               | 10 c |

### Square Corrugated

|                     |      |
|---------------------|------|
| Standard Gauge..... | 50 c |
| No. 28 Gauge.....   | 45 c |
| 26 Gauge.....       | 30 c |

### Fortico Elbows

|                                |          |
|--------------------------------|----------|
| Standard Gauge Conductor Pipe, |          |
| plain or corrugated.           |          |
| Not nested.....                | 70 & 5 c |
| Nested solid.....              | 70 & 5 c |

### ELBOWS—Stove Pipe

|                                  |        |
|----------------------------------|--------|
| 1-piece Corrugated, Uniform Blue |        |
| "Milcor" No. 28 gauge.           |        |
| Doz.                             |        |
| 5-inch.....                      | \$1 15 |
| 6-inch.....                      | 1 25   |
| 7-inch.....                      | 1 75   |

### Special Corrugated

|             |        |
|-------------|--------|
| 6-inch..... | \$1 55 |
| 7-inch..... | 1 65   |

### Adjustable—Uniform Blue

|                                |        |
|--------------------------------|--------|
| "Milcor" No. 28 Gauge, Uniform |        |
| Blue.                          |        |
| 5-inch.....                    | \$1 65 |
| 6-inch.....                    | 1 75   |
| 7-inch.....                    | 2 40   |

### WOOD FACES—50% off list.

### FENCE

|                            |         |
|----------------------------|---------|
| 726-6-12% (100 rods).....  | \$29 02 |
| 1948-6-14% (100 rods)..... | 44 02   |

### FILES AND RASPS

|                          |        |
|--------------------------|--------|
| Heller's (American)..... | 50-100 |
| American.....            | 60-100 |
| ArCADE.....              | 50     |
| Black Diamond.....       | 40-100 |
| Eagle.....               | 50     |
| Great Western.....       | 50     |
| Kearney & Foot.....      | 50     |
| McClellan.....           | 50     |
| Nicholson.....           | 50     |
| Simonds.....             | 60     |

### FIRE POTS

|                            |      |
|----------------------------|------|
| Ashton Mfg. Co.            |      |
| Complete line              |      |
| Fire pots and Torches..... | 53 c |

### Otto Berns Co.

|                           |         |
|---------------------------|---------|
| No. 1 Furn. Gasolene with |         |
| large shield, 1 gal.....  | \$ 8 75 |
| No. 2 Furn. Kerosene, 1   |         |
| gal.....                  | 15 13   |
| No. 10 Brazier, Kerosene  |         |
| or Gasolene, 10 gals..... | 47 53   |
| No. 3 Torch, Gasolene or  |         |
| Kerosene, 1 pt.....       | 7 93    |
| No. 22 Torch, Gasolene, 1 |         |
| quart.....                | 5 40    |
| No. 26 Torch, Gasolene, 1 |         |
| pint.....                 | 4 05    |

### Clayton & Lambert's

|                               |      |
|-------------------------------|------|
| East of west boundary line of |      |
| Province of Manitoba, Canada, |      |
| No. Dakota, So. Dakota, Ne-   |      |
| braska, Kansas, Oklahoma, Ar- |      |
| izona, San Angelo and Laredo, |      |
| Texas.....                    | 55 c |
| West of above boundary line   |      |
| .....                         | 45 c |

### Geo. W. Diener Mfg. Co.

|                           |         |
|---------------------------|---------|
| No. 02 Gasolene Torch, 1  |         |
| qt.....                   | \$ 5 50 |
| No. 0250, Kerosene, or    |         |
| Gasolene Torch, 1 qt..... | 7 50    |
| No. 10 Tinner's Furn.     |         |
| Square tank, 1 gal.....   | 12 00   |
| No. 15 Tinner's Furn.     |         |
| Round tank, 1 gal.....    | 12 00   |
| No. 21 Gas Soldering Fur- |         |
| nace.....                 | 3 00    |
| No. 110 Automatic Gas     |         |
| Soldering Furnace.....    | 10 50   |

### Double Blast Mfg. Co.

Gasolene, Nos. 25 and 35.....60 c

### Quick Meal Stove Co.

Vesuvius, F. O. B. St. Louis 80 c  
(Extra Disc. for large quantities)

### Chas. A. Homes, Inc.

|                    |         |
|--------------------|---------|
| Buzzer No. 1.....  | \$ 9 00 |
| Buzzer No. 2.....  | 12 00   |
| Buzzer No. 22..... | 12 50   |
| Buzzer No. 42..... | 15 00   |
| Buzzer No. 43..... | 10 00   |

### GALVANIZED WARE

|                           |        |
|---------------------------|--------|
| Falls (Galv. after made), |        |
| 10-qt. ....               | \$2 20 |
| 10-qt. ....               | \$2 25 |

### GLASS

|                                   |        |
|-----------------------------------|--------|
| Single Strength, A. 25-in.        |        |
| bracket.....                      | 65 c   |
| Single Strength, A. 34 to 40-     |        |
| in. bracket.....                  | 83 c   |
| Single Strength A, all other      |        |
| brackets.....                     | 81 c   |
| Double Strength A, all sizes..... | 82 c   |
| Tubs (Galv. after made),          |        |
| No. 1.....                        | \$6 25 |
| No. 2.....                        | 7 20   |

### HANGERS

|                               |          |
|-------------------------------|----------|
| Conductor Pipe                |          |
| Milcor Perfection Wire.....   | 25 c     |
| Eaves Trough                  |          |
| Milcor Eclipse Wire.....      | 15 c     |
| Milcor Triplex Wire.....      | 10 c     |
| Milcor Milwaukee Extension 10 |          |
| Milcor Steel (galv. after     |          |
| forming) List plus.....       | 12 1/2 c |
| Milcor Selflock E. T. Wire,   |          |
| List plus.....                | 50 c     |

### HOOBS

|                             |        |
|-----------------------------|--------|
| Box                         |        |
| V. & B. No. 1, each.....    | \$0 20 |
| Conductor                   |        |
| Milcor                      |        |
| "Direct Drive" Wrought      |        |
| Iron for wood or brick..... | 15 c   |
| Hay                         |        |
| V. & B. No. 1, each.....    | \$0 20 |

### HUMIDIFIERS

|                             |          |
|-----------------------------|----------|
| "Frent-Bank," Automatic     |          |
| In single lots.....         | 50 c     |
| In lots of 10 or more.....  | 50-55 c  |
| In lots of 25 or more.....  | 50-100 c |
| Vapor pans, etc., each..... | 50 c     |

### LIFTERS

|                       |        |
|-----------------------|--------|
| Stove Cover           |        |
| Coppered.....per gra. | \$6 00 |
| Alaska.....per gra.   | 4 75   |

### MALLETS

|                      |        |
|----------------------|--------|
| Tinner's             |        |
| Hickory.....per doz. | \$2 20 |

### MITRES

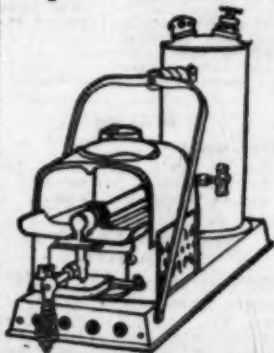
|                                |      |
|--------------------------------|------|
| Galvanized steel mitres, and   |      |
| caps, end pieces, outlets..... | 20 c |
| Milcor                         |      |
| Galv. one piece stamped.....   | 40 c |

### NAILS

|                    |        |
|--------------------|--------|
| Cut Steel.....     | \$4 25 |
| Cut Iron.....      | 4 20   |
| Wire               |        |
| Common.....        | 2 15   |
| Cement Coated..... | 3 20   |



## Improved Models of Soldering Furnaces



Have you seen the improved models? The greatest line of Soldering Furnaces today on the market. They should be. There is more experience behind them. Forty-eight years of it! The Gems were popular before the majority of present day furnaces were heard of. It is the oldest, the recognized standard Soldering Furnace today.

Look these models over. Each leads its class. Line them up and take your choice.

Do you want a Catalog?

**BURGESS SOLDERING FURNACE CO.**

Department A COLUMBUS, O.

Improved No. 3 Gem with Pump



PATENTED  
No. 14 PUMP,  
No. 13 BULE  
WRITE FOR  
COMPLETE  
CATALOG.

## MADE RIGHT-TO WORK RIGHT

THE "ALWAYS RELIABLE" furnaces and torches really live up to their name. They will stand any amount of use, much abuse, and still give your customers the kind of service that they have a right to expect.

Jobbers sell at factory prices.

**OTTO BERNZ CO. INC.**  
NEWARK, N. J.

Offices in New York City, Chicago, Fort Worth, Denver, Helena, Mont., San Francisco, Los Angeles, Seattle and St. Thomas, Ont.

## 50-INCH FORMING ROLL

This Forming Roll is built in all standard sizes, with our Patented Opening Device by means of which it is opened and closed in a few seconds.

We build a complete line of Shears and Punches, all sizes, for hand or belt power.

Write for Catalog "R"  
**BERTSON & CO., Cambridge City, Ind.**



## SPECO SOLID SAL AMMONIAC

for cleaning and tinning soldering irons

It outlasts 5 times its weight of the old-fashioned "lump," keeps copper in good condition, does not crumble and corrode metal work near job or tools. Saves filing copper; saves trouble, time and money.



"Cleans as it Tins"

1-2 lb. Cake—  
(Equal to 2½ lbs. of  
"lump" Sal-ammoniac)

1 lb. Cake—  
(Equal to 5 lbs. of  
"lump" Sal-ammoniac)

Write for Dealer's Prices

Made by  
**SPECIAL CHEMICALS COMPANY**

Highland Park, Illinois

## WIRE GLASS FOR SKYLIGHTS

Also distributors of Standard Radio Sets & Supplies—  
Batteries & Flashlights

**WILLIAMS HARDWARE COMPANY**

Williams Building, Streator, Illinois

Ribbed, figured prism and polished wire. Plain, ribbed, figured prism and heavy floor glass.

## Plecker's Galvanized Eave Trough and Corrugated Expanding Conductors

Made of  
Keystone  
Copper Bearing  
Steel



Cost no more  
Lasts longer  
Therefore  
Cheapest

**CLARK-SMITH HARDWARE CO. - - PEORIA, ILLINOIS**

## "THE STANDARD" VENTILATOR and CHIMNEY CAP

DOES away with high stacks, swings freely in the slightest breeze and positively cures down-drafts. The strongest and most efficient combination to be had. Has no equal for chimney purposes. All jobbers sell them—write your jobber or us for prices and catalog today.

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**STANDARD VENTILATOR CO.**  
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"The Power Fan's  
AREX—Only Rival."  
Original Siphonage Ventilator  
200,000 perfect installations!

The Arex-Austor holds all records for efficiency and performance—conceded as the only scientific substitute for fans, blowers and other apparatus.

Engineering Service Free  
Prompt Shipment from Stock  
Exclusive Ventilator Mfrs.

**AREX COMPANY**  
1881 Conway Bldg., Chicago

## ECONOMY VENTILATOR

Designed to meet the demand for a ventilator at lowest possible cost, yet capable of solving any ordinary ventilating problem. IT PAYS TO STOCK THEM!

Write for quantity discount.



Inexpensive!

When writing mention AMERICAN ARTISAN—Thank you!



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|-------------------------------------|------------------|--------------------------------|---------|
| Galvanized before weav-             | —                | Best grade, slate surf. prep'd | \$2 30  |
| ing                                 | 45-10%           | Best talc surfaced             | 2 30    |
| Galvanized after weaving            | 45%              | Medium talc surfaced           | 2 00    |
|                                     |                  | Light talc surfaced            | 1 30    |
|                                     |                  | Red Rosin Sheeting, per ton    | 57 00   |
| PASTE                               |                  | SCREWS                         |         |
| Asbestos Dry Paste:                 |                  | Sheet Metal                    |         |
| 200-lb. barrel                      | \$15 00          | No. 7, 1/4x1/2, per gross      | \$8 52  |
| 100-lb. barrel                      | 8 00             | No. 10, 1/4x1/2, per gross     | 68      |
| 35-lb. pail                         | 3 25             | No. 14, 1/4x1/2, per gross     | 53      |
| 10-lb. bag                          | 1 00             |                                |         |
| 5-lb. bag                           | 55               |                                |         |
| 3 1/2-lb. cartons                   | 30               |                                |         |
| PIPE                                |                  | SHEARS, TINNERS' & MACHINISTS' |         |
| Conductor                           |                  | Viking                         | \$23 00 |
| Cor. Rd., Plain Rd or Sq.           |                  | Lennox Throatless              |         |
| "Interlock" Galvanized              |                  | No. 13                         | 25%     |
| Crated and nested (all              |                  | Shear blades                   | 10%     |
| gauges)                             | 75-2 1/2%        | (f. o. b. Marshalltown, Iowa.) |         |
| Crated and not nested               |                  |                                |         |
| (all gauges)                        | 70-15%           |                                |         |
| "Milcor" "Titelock" Uniform         |                  |                                |         |
| Blue Stove                          |                  |                                |         |
| 28 gauge, 5 inch U. C.              |                  |                                |         |
| nested                              | 11 00            |                                |         |
| 28 gauge, 6 inch U. C.              |                  |                                |         |
| nested                              | 12 00            |                                |         |
| 28 gauge, 7 inch U. C.              |                  |                                |         |
| nested                              | 14 00            |                                |         |
| 30 gauge, 5 inch U. C.              |                  |                                |         |
| nested                              | 10 00            |                                |         |
| 30 gauge, 6 inch U. C.              |                  |                                |         |
| nested                              | 10 50            |                                |         |
| 30 gauge, 7 inch U. C.              |                  |                                |         |
| nested                              | 13 00            |                                |         |
| T-Joint Made up                     |                  |                                |         |
| 6-inch, 28 ga.                      | per 100 32 50    |                                |         |
| Furnace Pipe                        |                  |                                |         |
| Double Wall Pipe and                |                  |                                |         |
| Pipe Fittings                       | 50%              |                                |         |
| Single Wall Pipe, Round             |                  |                                |         |
| Iron Pipe Galvanized                | 50%              |                                |         |
| Galvanized and Black                |                  |                                |         |
| Fittings                            | 50%              |                                |         |
| Milcor Galvanized                   |                  |                                |         |
| Pipe and Fittings                   | 50%              |                                |         |
| Lead                                |                  |                                |         |
| Per 100 lbs.                        | \$12 50          |                                |         |
| POKERS, STOVE                       |                  |                                |         |
| Wrt Steel, str't or bent,           |                  |                                |         |
| .....per doz.                       | \$0 75           |                                |         |
| Nickel Plated, coil handles,        |                  |                                |         |
| .....per doz.                       | 1 10             |                                |         |
| POKERS, FURNACE                     |                  |                                |         |
| Each                                | \$0 50           |                                |         |
| PULLEYS                             |                  |                                |         |
| Furnace Tackle                      | per doz. \$0 60  |                                |         |
|                                     | per gross 6 00   |                                |         |
| Furnace Screw (encased)             |                  |                                |         |
| .....per doz.                       | 75               |                                |         |
| Ventilating Register                |                  |                                |         |
| Per gross                           | 9 00             |                                |         |
| Small, per pair                     | 10               |                                |         |
| Large, per pair                     | 50               |                                |         |
| PUTTY                               |                  |                                |         |
| Commercial Putty, 100-lb.           |                  |                                |         |
| kits                                | \$3 40           |                                |         |
| QUADRANTS                           |                  |                                |         |
| Malleable Iron Damper               | 10%              |                                |         |
| REDUCERS—Oval Stove Pipe            |                  |                                |         |
| Per doz.                            |                  |                                |         |
| 7-6, 1 doz. in carton               | \$2 00           |                                |         |
| BASEBOARD REGISTERS                 |                  |                                |         |
| Excelator                           | 50%              |                                |         |
| FLOOR REGISTERS AND BORDERS         |                  |                                |         |
| Cast Iron                           | 20%              |                                |         |
| Steel and Semi-Steel                | 40%              |                                |         |
| Baseboard                           | 40%              |                                |         |
| Adjustable Ceiling                  |                  |                                |         |
| Ventilators                         | 40%              |                                |         |
| Register Faces—Cast and Steel       |                  |                                |         |
| Japaned, Bronzed and                |                  |                                |         |
| Plated, 4x8 to 14x14                | 40%              |                                |         |
| Large Register Faces—Cast,          |                  |                                |         |
| 14x14 to 38x42                      | 60%              |                                |         |
| Large Register Faces—Steel,         |                  |                                |         |
| 14x14 to 38x42                      | 65%              |                                |         |
| RIDGE ROLL                          |                  |                                |         |
| Milcor                              |                  |                                |         |
| Galv., Plain Ridge Roll,            |                  |                                |         |
| .....per doz.                       | 75-10-5%         |                                |         |
| Galv., Plain Ridge Roll,            |                  |                                |         |
| crated                              | 75-10%           |                                |         |
| Globe Finials for Ridge Roll        | 50%              |                                |         |
| SHOES                               |                  |                                |         |
| Galv. Std. Gauge, Plain or          |                  |                                |         |
| corr. round flat crimp              | 45%              |                                |         |
| 28 gauge round flat crimp           | 40%              |                                |         |
| 34 gauge round flat crimp           | 10%              |                                |         |
| Conductor                           | 65%              |                                |         |
| SNIPS, TINNERS'                     |                  |                                |         |
| Clover Leaf                         | 40 & 10%         |                                |         |
| National                            | 40 & 10%         |                                |         |
| Star                                | 50%              |                                |         |
| Milcor                              | Net              |                                |         |
| SQUARES                             |                  |                                |         |
| Steel and Iron                      | Net              |                                |         |
| (Add for bluing, \$3 per doz. net.) |                  |                                |         |
| Mitre                               | Net              |                                |         |
| Try                                 | Net              |                                |         |
| Try and Bevel                       | Net              |                                |         |
| Try and Mitre                       | Net              |                                |         |
| For's                               | per doz. \$0 00  |                                |         |
| Winterbottom's                      | 10%              |                                |         |
| STOPPERS, FLUE                      |                  |                                |         |
| Common                              | per doz. \$1 10  |                                |         |
| Gem, No. 1                          | per doz. 1 10    |                                |         |
| Gem, flat, No. 3                    | per doz. 1 00    |                                |         |
| VENTILATORS                         |                  |                                |         |
| Standard                            | \$0 to 40%       |                                |         |
| WIRE                                |                  |                                |         |
| Plain annealed wire, No. 8          |                  |                                |         |
| per 100 lbs.                        | \$3 00           |                                |         |
| Galvanized barb wire, per           |                  |                                |         |
| 100 lbs.                            | 3 90             |                                |         |
| Wire cloth—Black painted,           |                  |                                |         |
| 12-mesh, per 100 sq. ft.            | 2 10             |                                |         |
| Cattle Wire—galvanized              |                  |                                |         |
| catch weight spool, per             |                  |                                |         |
| 100 lbs.                            | 3 85             |                                |         |
| Galvanized Hog Wire, 30 rod         |                  |                                |         |
| spool, per spool                    | 3 84             |                                |         |
| Galvanized plain wire, No. 9,       |                  |                                |         |
| per 100 lbs.                        | 3 50             |                                |         |
| Stove Pipe, per stone               | 1 10             |                                |         |
| WRINGERS                            |                  |                                |         |
| No. 790, Guarantee                  | per doz. \$55 00 |                                |         |
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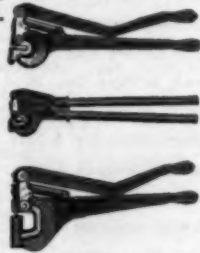
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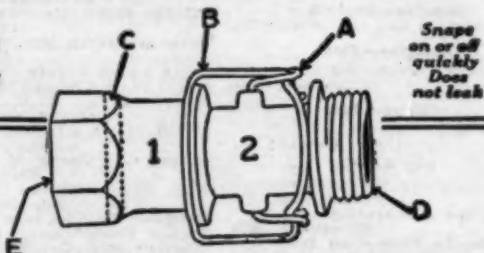
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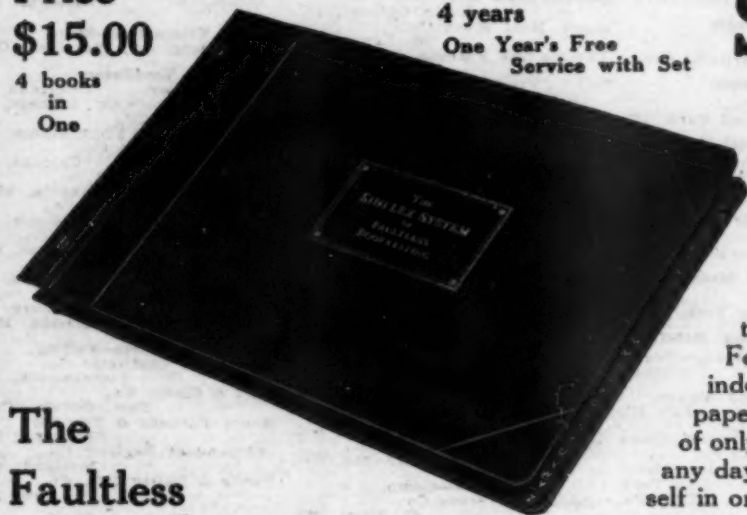
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Osborn Co., The J. M. & L. A., Cleveland, Ohio  
Taylor Co., N. & G., Philadelphia, Pa.
- Tin—Perforated.**  
Harrington & King Perforating Co., Chicago, Ill.
- Tools—TinSmith's.**  
Bertsch & Co., Cambridge City, Ind.  
Chicago Elbow Machine Co., Oak Park, Ill.  
Drets & Krump Mfg. Co., Chicago, Ill.  
Great Lakes Supply Co., South Chicago, Ill.  
Hopson & Co., W. C., Grand Rapids, Mich.  
Marshalltown Mfg. Co., Marshalltown, Iowa  
Osborn Co., The J. M. & L. A., Cleveland, Ohio  
Peck, Stow & Wilcox Co., Southington, Conn.  
Unishear Co., The, New York, N. Y.  
Viking Shear Co., Erie, Pa.  
Whitney Mfg. Co., W. A., Rockford, Ill.  
Whitney Metal Tool Co., Rockford, Ill.
- Torches.**  
Berns Co., Otto, Newark, N. J.  
Burgess Soldering Furnace Co., Columbus, Ohio  
Clayton & Lambert Mfg. Co., Detroit, Mich.  
Diener Mfg. Co., G. W., Chicago, Ill.  
Double Blast Mfg. Co., North Chicago, Ill.  
Quick Meal Stove Co., St. Louis, Mo.
- Trade Extension.**  
Copper & Brass Research Association, New York, N. Y.  
Sheet Steel Trade Extension Committee, Pittsburgh, Pa.
- Trimming—Stove.**  
Fanner Mfg. Co., Cleveland, Ohio
- Ventilators.**  
Arex Company, Chicago, Ill.  
Aselus Dickinson Co., Chicago, Ill.  
Berger Bros. Co., Philadelphia, Pa.  
Friedley-Voshardt Co., Chicago, Ill.  
Hopson & Co., W. C., Grand Rapids, Mich.  
David Lupton's Sons Co., Philadelphia, Pa.  
Milwaukee Corrugating Co., Milwaukee, Wis.  
Royal Ventilator Co., Philadelphia, Pa.  
Standard Ventilator Co., Lewisburg, Pa.  
Sturtevant Co., Boston, Mass.
- Ventilators—Ceiling.**  
Eaglesfield Ventilator Co., Indianapolis, Ind.  
Hart & Cooley Co., New Britain, Conn.  
Henry Furnace & Fdy. Co., Cleveland, Ohio  
Independent Register Co., Cleveland, Ohio  
Tuttle & Bailey Mfg. Co., New York
- Windows—Steel.**  
David Lupton's Sons Co., Philadelphia, Pa.
- Wire—Electrical.**  
American Steel & Wire Co., Chicago, Ill.
- Wire Hoops.**  
American Steel & Wire Co., Chicago, Ill.
- Wire Rope.**  
American Steel & Wire Co., Chicago, Ill.
- Wrenches.**  
Coes Wrench Co., Worcester, Mass.  
Zinc.  
Merchant & Evans Co., Philadelphia, Pa.  
New Jersey Zinc Co., The, New York, N. Y.

Mention AMERICAN ARTISAN in your reply—Thank you!



## WANTS AND SALES

For paid yearly subscribers, **AMERICAN ARTISAN AND HARDWARE RECORD** will insert under this head advertisements of not more than fifty words **WITHOUT CHARGE**. Employers wishing to secure employees, parties desiring to purchase or sell business, secure partners, or to exchange, etc., will find that these pages offer excellent opportunities to satisfy their wants. Clerks and tinsmiths looking for situations will find it to their advantage to use these columns. Those who respond to these announcements please mention that they "**READ THE ADVERTISEMENT IN AMERICAN ARTISAN AND HARDWARE RECORD.**"

## BUSINESS CHANCES

**LIGHTNING RODS**—Dealers who are selling Lightning Protection will make money by writing us for our latest Factory to Dealer Prices. We employ no salesmen and save you all overhead charges. Our Pure Copper Cable is endorsed by the Mutual Insurance Companies and hundreds of reliable dealers. Write today for samples and prices. **L. K. DIDDIE CO., Marshfield, Wis.**

For Sale—1 Sundstrand adding machine. One year old. \$60.00. 1 medium size safe, fireproof, \$45.00. 1 oak filing cabinet, 4 drawers, only \$35.00. American cash register from 1c to \$99.99, buttons for 9 clerks, for \$190.00. 2 show stands for display purposes only \$15.00 each. 1 Chevrolet truck only 1 year old \$450.00. If interested address **A-93, care of AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois.** 8-3t

For Sale—Auto radiator and sheet metal business including machines, tools and stock. Old established in city of 35,000 population. First class location in Wisconsin. The only up-to-date radiator shop in city. Doing from \$800 to \$1,000 per month. Reason for selling on account poor health. Address **A-85, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois.** 8-3t

For Sale—Or trade for improved farm in South West Missouri or in Northwest Arkansas. A fully equipped combination sheet metal, plumbing and electrical shop. Established 12 years. Only one in good oil town. Osage County, Oklahoma. 1,500 ft. floor space, good business. 5 room living quarters on rear of lot. Stand inspection. Address **F. S. Henderson, Box 276, Avant, Oklahoma.** 8-3t

For Sale—Heating, plumbing and sheet metal business in the town of Carson City, Michigan. Stock and tools invoice about \$1,500. Will sell stock at invoice cost; tools at cost less depreciation in use. A good business. Other business the reason for selling. Address **A-92, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois.** 8-3t

For Sale—One 1,000 lbs. capacity Miller hand elevator, good as new. Everything complete was used in a 30 ft. high building. Make us an offer, also 2 Meyers shelf store ladders, 10 ft. high, with self and top rail. \$0 of each, at your own price. Write **G. T. Mueller and Son, Columbus, Missouri.** 8-3t

For Sale or Rent—Sheet metal and machine shop in central Iowa in city of 18,000 population. Complete set of tools and stock, very good location. Priced right. Owner has other business interests. Address **A-97, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois.** 9-3t

For Sale—Stock of hardware tinner's tools and fixtures for about \$3,500. Inhabitants 4000. Good paying business. Best of reasons for selling. Lease 5 years. Address **B-4, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois.** 9-3t

For Sale—Tinsmith shop with two brakes, hand machines and hand tools. Good business section. Reasonable. Address 1950 Gratiot Avenue, Detroit, Michigan. 7-3t

## BUSINESS CHANCES

For Sale—Sheet metal shop in good Minnesota town of 1000 population. No competition. Price asked for building lot 25x60, tools and stock, \$1,250— $\frac{1}{2}$  cash. Balance time at 6%. Address **A-96, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois.** 9-3t

For Rent—On a monthly rental or commission basis. Convenient storage space for warm air furnace accessory. Office room if desired. On truckage. Trucks to depot provided. Address **Keith Furnace Co., Des Moines, Iowa.** 8-3t

For Sale or Exchange—hardware stock, located in Wisconsin. Doing nice business. On account of sickness must sell at once. Address **A-98, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois.** 9-3t

For Sale—Plumbing, heating and tin shop in south eastern Iowa. Only shop in county seat. Good business. Poor health reason for selling. Address **J. W. Minnich, Keosauqua, Iowa.** 7-3t

## HELP WANTED

Wanted—Sheet metal foreman, experienced in laying out and capable of developing a shop to take care of a growing business. Principal products cornices, ventilators, skylights, marquis, etc. Shipped to all parts of the United States. State nationality, age, married or single, experience, references. Address **International Steel and Iron Co., Evansville, Indiana.** 8-3t

Wanted—A competent plumber, tinner and furnace man. Must be sober and industrious and capable of taking charge of shop and giving estimates. To such a man we have a very attractive proposition to offer that will be permanent. Located in the best OIL CITY in the TEXAS PANHANDLE. Address **Lewis Hardware Company, Panhandle, Texas.** 7-3t

Wanted—A first class tinner, plumber and heating man about 30 years of age. Married. Located in south western Iowa. Must not use liquor and have a first class record. Steady job. Can go to work at once. Address **A-90, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois.** 9-3t

Wanted—An experienced gas range man to take charge of production and assembly of gas range department. Must know constructions, and all details of manufacturing. State age, experience, and salary expected. Address **A-86, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois.** 7-3t

Wanted—A tinner and furnace man April 1st. Steady year around position. When not busy in the shop he can be in store. Wish a man not over 40 years of age. Kindly state salary in first letter, also give references. Address **B-5, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois.** 9-3t

Wanted—First class tinner, sheet metal worker and furnace man. Must be able to take charge of shop. Inside and outside work. A year around position for right man, in Ohio town of 4,500. State age, wages and references. Address **A-89, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois.** 8-3t

Wanted—Furnace salesmen, familiar with Michigan, Indiana and Illinois territory. A man with ability to advance, to take charge of department. Please state full qualifications. Address **B-1, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois.** 9-3t

Wanted—At once good all around sheet metal workers. Must be up-to-date. Plenty of work. 8 hours a day. \$1.50 an hour. Don't waste time to write, come at once. Address **Pioneer Cornice Works, 150 North West 5th Street, Miami, Florida.** 7-3t

Wanted—Hardware clerk in suburb west of Chicago. Must be well acquainted with entire line. Married man preferred. State salary expected and where last employed. Address **B-2, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois.** 9-3t

Wanted—At once a man who can do some plumbing and general sheet metal work, in a country shop. Wages \$30.00 per week. Address **O. L. Doward, Mount Morris, Illinois.** 8-3t

## HELP WANTED

Wanted—At once, good all around sheet metal worker and tinner. Knowledge of auto radiator repairing desirable. Steady job for man that can make good. Good town, schools and churches. \$35.00 per week. Address **The Ideal Furnace & Tin Shop, Fort Morgan, Colorado.** 9-3t

Wanted—Radiator repair men that are now using acid of flux to write me about our "U No Me" Flux and cleaner combined. This information will be worth money to you. Address **Geo. E. Roe, Radiator Repair Shop, Freeport, Illinois.** 9-3t

Wanted—Good tinner for inside and outside work. One who is able to layout work from blue prints, and erect work. Steady job to right man. Married man preferred. Address **J. R. Everroad, Columbus, Indiana.** 7-3t

Wanted—Competent sheet metal worker to take charge of sheet metal department in stove factory making complete line of gas and coal stoves. Address **A-94, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois.** 8-3t

Wanted—A tinner who is willing to work the year around in a small town. Must be willing to help in other lines in spare time. Address **Desmond & Horn, Mukwonago, Wisconsin.** 8-3t

## SITUATION WANTED

Situation Wanted — Eleven years in charge of German American concerns shops. Work and men largest general jobbing and heating contracts, is open for position on account of death of proprietor and consolidation of the business. Age 54, bachelor, nonunion. Please state your requirements in full. Address **B-6, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois.** 8-3t

Situation Wanted—A first class furnace stove and heating salesman, wants position as traveling salesman. Would consider salary and bonus or straight commission with advance weekly drawing account. 30 years experience. Address **A-87, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois.** 7-3t

Situation Wanted — Wanted to buy working interest in a combination plumbing and tin shop with some good firm. Am an A-1 plumber, tinner and fitter. Can also do general repairing and furnace work. Please state salary. Address **A-91, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois.** 8-3t

Situation Wanted—As salesman or mechanic by a married man with twenty years' experience in plumbing, heating, sheet metal, pump and windmill work. Can furnish best of references. Can start at once. Address **B-7, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois.** 9-3t

Situation Wanted — By experienced hardware clerk, tinner and furnace man. Best of references. Can come after March 1st. Address **A-95, care of AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois.** 8-3t

Situation Wanted — Tinner and warm air furnace installer wants position with hardware firm. Small town west of Mississippi river. Address **A-78, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois.** 6-3t

Situation Wanted — By experienced sheet metal worker. Married man, 40 years old. Want steady position. Capable of doing lay out work. Address **Bob Clark, 107 South Maple, Ames, Iowa.** 9-3t

## TINNERS' TOOLS

For Sale—One Chicago Steel Brake No. 4, 13 gauge and lighter. This is a new brake and has never been used. Priced \$150.00. Also Queen City Square Shear 30", 18 gauge and lighter. \$75.00. Address **Van Tassel Sheet Metal Works, 520 Eagle Street, Niles, Michigan.** 8-3t

For Sale—One 30 in. square shear, 1 20 in. groover, 1 double seamer, 1 setting down machine, 1 small burring machine, 1 large burring machine, 1 small swedging machine, 1 slip roller 30 in. Address **B-3, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois.** 9-3t



## TINNERS' TOOLS

Wanted—Set of used tinner's tools and machines including 8 ft. steel brake. List all tools with what make, stating lowest cash price and what condition tools are in. Address N. W. Christians, 2606 Virginia Street, Sioux City, Iowa. 8-3t

For Sale—Tinner's tools used only 1 year, for sale cheap. All Pexto machines and 30 in. used roller; square shear and folder all 30 in. wide. If interested act at once. Address A-99, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois. 9-3t.

For Sale—2 1C60 American water boilers, rated at 1,750 feet. \$50.00 each takes them. Also 1 double seamer, new, P. S. & W. No. 644. \$50.00. Address Howard Heating and Plumbing Company, Howard, South Dakota. 8-3t

I have something that will interest owners of Double Truss Brakes. A postal with your name and address will bring it. Address E. B. Meeks, Box 344, Aurora, Illinois. 9-3t.

For Sale—1 Pexto 30 inch Bar Folder. 1 Pexto 30 inch forming roll. 1/4 ft. double truss forming brake. Address Huron Furnace Co., Huron, South Dakota. 7-3t

For Sale—One Stow's 36-inch groover, 3 size locks in or out and a setting down roller. Twenty-three dollars. Address H. A. Lee, Canton, South Dakota. 9-3t

For Sale—One full set of tinner's tools, in good shape. Address B-8, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois. 9-3t

## SPECIAL NOTICES

**Special Notices — displayed want ads—are charged at the rate of \$3.00 per inch per insertion.**

## PATENTS

HUBERT E. PECK  
Patent Attorney

Barriester Bldg., WASHINGTON, D. C.

## FURNACE SALESMAN WANTED

Wanted in Denver, Colorado, a furnace salesman selling direct to the consumer. Wonderful opportunity and steady position to the right party. Give references and previous experience. Address L-49, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois. 7-1t

## FOR SALE

### Plumbing, Heating, Sheet Metal Shop and Hardware

City of 1,000 with two refineries, oil industry and ranch community. Only shop in city. Plenty of work. Will sell with or without building. Good location. Stock and equipment seven thousand dollars. With building fourteen thousand. Actual cost of building and lot, stock and equipment, twenty-three thousand. Will sacrifice on account of going back to ranch. About four thousand cash, balance on easy terms. Address W. R. Cronk, Box 474, Glenrock, Wyoming. 25-3t

## EXPERIENCED FURNACE AND STOVE SALESMAN DESIRES CONNECTION

Many years experience. Can furnish best of references. Address M. C. Hathaway, 1703 1/2 Lincolnway, LaPorte, Indiana. 8-3t.

## SPECIAL NOTICES

## SITUATION WANTED

Young man, 30 years of age, married, desires sales connection with manufacturer of furnaces or sheet metal goods. 12 years experience in the retail selling and installing of warm air systems and sheet metal work. Located at present in large central Illinois city, well acquainted with the trade and have character and initiative to secure business for manufacturer wishing representation in this vicinity. Address L-51, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois. 8-1t.

## WANTED

A first class hustling city furnace salesman, one familiar with house to house canvassing preferred. Commission. Address L-46, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois. 5-3t.

## WANTED

Traveling men who have had experience in selling stoves and warm air furnaces in Indiana, eastern parts of New York, Connecticut, Massachusetts, and Vermont, and the eastern parts of Pennsylvania and New Jersey, address L-48, care AMERICAN ARTISAN, 620 South Michigan Avenue, Chicago, Illinois. 6-tf

## SPECIAL NOTICES

## SALESMAN WANTED

Experienced and successful stove and range salesman. Good proposition for a good man. Address Gray & Dudley Company, Manufacturers of Washington Stoves and Ranges, Nashville, Tennessee. 7-3t

## FURNACE SALESMAN WANTED

We can offer a man with successful selling record a most attractive proposition of salary, expenses and bonus. Every co-operation with financing and merchandising. Address Williamson Heater Co., 589 East Illinois Street, Chicago, Illinois. 9-1t

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**"CENTENNIAL"**  
Rain-Water Cut-Off  
The strongest, most durable and Cheapest Cut - Off on the market, made of galv. iron or copper to fit corrugated and plain pipe and which can be used without extra pipe or elbows.  
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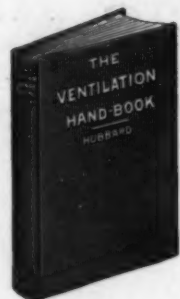
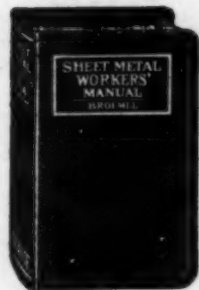
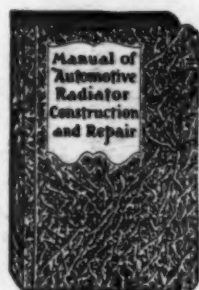
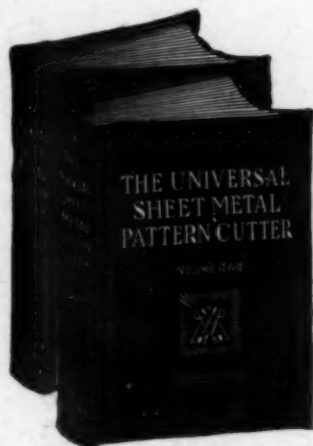
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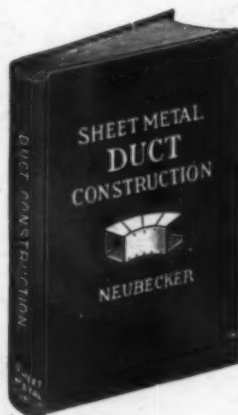
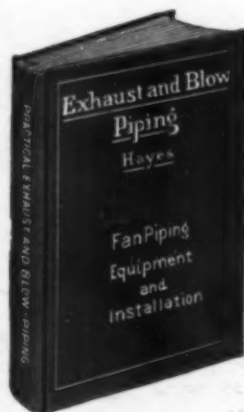
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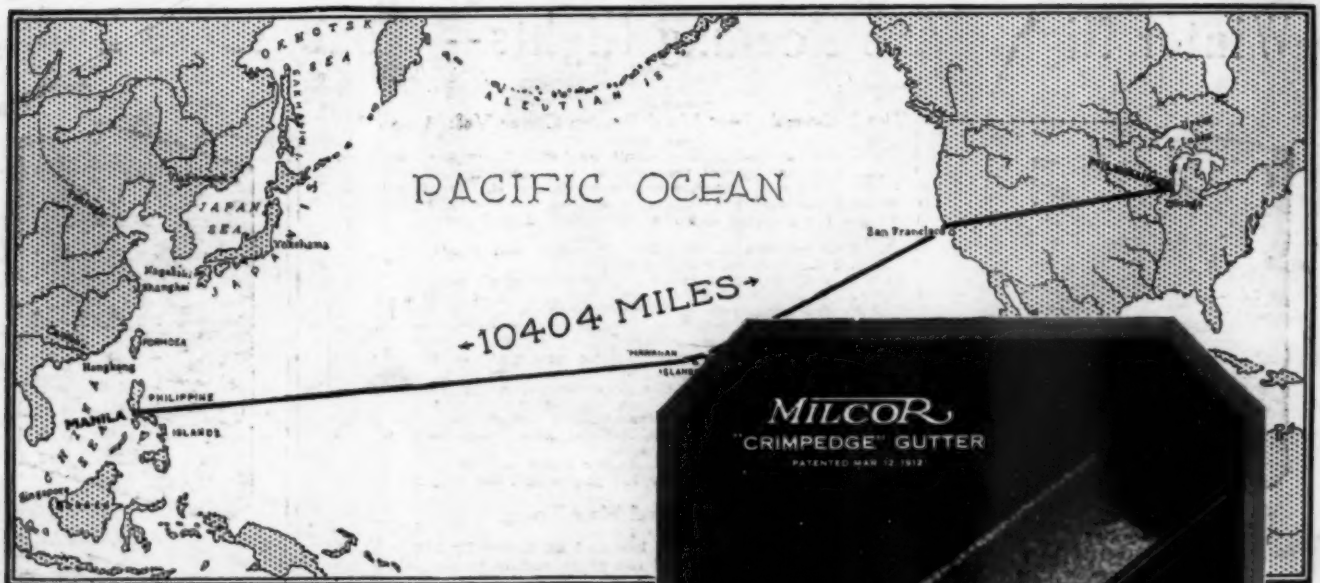
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